A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 12, 1968

Eximbank accepts higher risks

JEA rules set; proposals invited

International Trade Winds Newsletter

Company News

WATER DESALINATION—Baldwin Lima Hamilton Corp., a subsidiary of Armour and Co., Chicago, has completed and put into operation what is reputed to be the world's largest hotel water distillation plant. The desalting facility provides in excess of 100,000 gallons of fresh water daily to the Princess Hotel in Hamilton, Bermuda. The complex was designed and constructed by Baldwin Lima Hamilton for the hotel.

DATA PROCESSING—Raytheon Co., Lexington, Mass., has received an order totaling $3 million from KLM Royal Dutch Airlines for installation of Raytheon digital information display equipment. The new system, including reservation processing computers, keyboard input terminals, and individual viewing screens for immediate answers to questions, is expected to speed reservation information and simplify travel for KLM's more than 2 million passengers yearly. Similar Raytheon systems are in use or on order by Air France, Iberia Airlines, and Air Canada, as well as American Airlines in this country.

BANKING—Bank of America, San Francisco, has opened seven new overseas branch offices in the past several weeks in Europe, the Caribbean, and South America. A major expansion of the bank's operations in the Caribbean saw new offices opened in Christiansted and Frederiksted, St. Croix, Virgin Islands; Basseterre and Sandy Point, St. Kitts; and in Anguilla. Other new branches were opened in Frankfurt, Germany, and Medellin, Colombia.

INDUSTRIAL SURVEYS—The Cement and Minerals Department of M. W. Kellogg Co., New York, has received a contract for a feasibility study on a cement clinker/sulfuric acid plant to be located in Patillos, Chile. The plant will be built for Compania Minera Santa Andriana, a Chilean firm jointly owned by Marcona Corp., San Francisco, and Chilean interests. Another Marcona subsidiary is now engaged in the production of rock salt in northern Chile.

Come visit us in the United States. American business executives are being asked to make this personal appeal to their friends, associates and trading partners abroad, in line with an "invite and welcome" program by all U.S. citizens this year. Commerce Secretary Smith has released figures for the first half of '68: a record 631,000 business and pleasure visitors from overseas spent an estimated $250 million here. This compares with $217 million in the same '67 period.

Two hundred firms in the Indianapolis area that are registered with Commerce Department's American International Traders Index will help Commerce Department and the Small Business Administration initiate a new export expansion effort in Indiana. These companies will form the starting point for a drive aimed at smaller firms. Commerce will supply the international trade expertise, SBA the office space and local promotion. Indianapolis trade groups will also cooperate. It is a pilot project that could have repeat performances elsewhere.

Commerce and the Small Business Administration worked together, along with Northwest Orient Airlines and the Illinois Department of Business and Economic Development, at a recent "newcomer" export seminar in Chicago. Of the 66 businessmen there, about three-fourths were new to export and the rest were still breaking into the field.

An early tally from the Tokyo U.S. Trade Center's Document Processing and Reproduction Equipment Show indicates a sales estimate of $2.2 million for the coming year by the 30 exhibiting firms. Registered trade attendance totaled 3159—second largest at any one-week show at the Tokyo center.

World trade moving more swiftly and surely these days through outer space? It's not as fantastic as it may at first appear. Space satellites, 600 miles above our planet, now can guide ships at sea with an accuracy of about 1/10th of a nautical mile, anywhere, in any kind of weather. Equipment that enables commercial shipping to navigate via satellite signals was announced this summer by International Telephone and Telegraph Corp. This can give new precision to port arrival times and permit closer scheduling in cargo handling. Meanwhile worldwide voice and data transmissions by satellites are helping international traders strengthen their communications links.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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in this issue

Two proposals encompassed in President Johnson's Jan. 1 program to help correct the U.S. balance of payments deficit have now reached the operational stage. Exporters will get overseas sales support in the new Joint Export Association program, described on page 2, and the new $500 million Export Expansion Facility under which the Eximbank will broaden its loan base, as described on page 4.

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New tool offered traders

Joint Export Association program launched; Commerce begins cost-sharing assistance

A new activity to help groups of manufacturers boost sales in markets overseas has just been launched by the Commerce Department: Joint Export Associations.

"The Commerce Department is ready now to receive proposals from groups that wish to apply for this cost-sharing assistance," Commerce Secretary C. R. Smith said. "We urge potential exporters as well as those already selling abroad to study carefully this new program.

"The JEA program will be a key part of the President's program to involve more U.S. firms in substantially greater sales activity in international markets.

"Too many firms, acting alone, find it impossible to make the sustained effort needed to stimulate sales of their products abroad. Through a pooling of resources, the JEA program is designed to correct this problem."

Under the program, announced by President Johnson in his balance-of-payments message of Jan. 1, the Government will enter into contracts with groups of firms to undertake market development and promotional activities for selected products abroad.

The Commerce Department will assume up to 50% of the cost of any one project. Groups seeking Commerce aid must submit detailed marketing plans covering a two-year period.

Commerce is earmarking $750,000 to get the JEA program under way in the current fiscal year.

Eligible groups

Groups considered eligible for support include trade associations or their components; groups of firms operating under the leadership of export management companies; groups organized under the Webb-Pomerene Act; and groups of firms organized specifically to cooperate with the JEA program.

Applicants should submit proposals to Joint Export Association, Bureau of International Commerce (BIC-922), U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area Code 202-967-5341. An instruction sheet, "Guidelines for Preparation of Joint Export Association Proposals," is available. Proposals must contain identification of firms, products and markets; a description of planned promotional activities; an estimated budget; and expected results.

Among the promotional activities eligible for support are advertising and publicity; participation in trade exhibitions; market research; supplying samples and technical data; preparing and submitting bids; overseas promotional visits; training of sales and service personnel; product use familiarization programs; and operation of sales offices, showrooms, warehouses and service centers.

Industry groups will have operational responsibility for overseas market development plans. The Commerce Department will provide planning and other assistance, including coordination with other federal agencies.

In selecting projects for support, the Department will follow these guidelines:

- Projects and products must be suitable to produce significant, continuing export growth results within two to three years;
- Projects must be supplemental to any other overseas efforts, would not be undertaken without JEA assistance and have the prospect of leading to a substantial increase in existing product sales;
- Projects will not result in a duplication of effort for products and markets already under successful development by other U.S. firms.

The Department will encourage participation by smaller businesses and firms new to the project market.

The *Federal Register* of Aug. 9 sets forth the detailed requirements under which the JEA program will operate.

Says controls don't curb U.S. investment in emerging lands by firms with plans there

U.S. companies have the capacity under the foreign direct investment program to increase their investments in less developed countries if they have the desire to do so, a U.S. Department of Commerce official has pointed out in a Philadelphia talk.

In a speech to the American Bar Assn., Undersecretary-designate Joseph W. Bartlett said: "The key factor in determining whether U.S. companies utilize the capacity available to them will be the relative attractiveness of the investment opportunities rather than the availability of funds under the program. As in the past, this is a determination each company will have to make for itself."

Bartlett was Acting Director of the Office of Foreign Direct Investments for three months earlier this year. President Johnson has now named him to succeed Howard J. Samuels as Undersecretary of Commerce.

OFDI was established Jan. 1 to limit the outflow of funds used for foreign direct investment; it is part of a program to reduce the U.S. balance of payments deficit. The most stringent regulations apply to investment outflows to industrialized nations; investments in less developed countries are permitted, up to 110% of a company's 1965-1966 base period activity.

Bartlett noted that OFDI had granted specific authorizations, subject generally to various refinancing conditions, to permit companies to exceed their investment allowables in underdeveloped countries.

"There has been considerable speculation that the program is likely to have a serious adverse effect on private investment in developing countries," he said.

"I believe this speculation is based on a misunderstanding of the rules. Based solely upon investment limits generally authorized under the program and the specific authorizations granted since the first of the year, U.S. companies have the capacity to invest well over $1.5 billion in less developed countries this year. This would be substantially higher than in any previous year.

"And this does not represent all of the investment potential. Many companies have raised substantial funds in the international money markets for investment purposes without ever approaching OFDI. Unquestionably some portion of such funds will be utilized in less developed countries."

"There are, of course, some companies

which will cut back on their investments in less developed countries because of the program. It is also likely that companies using funds borrowed abroad will be more selective in their investments, favoring projects which provide the greatest assurance of an unobstructed and adequate cash flow to retire such debt as it matures. Overall, however, there is no indication that less developed countries as a group will be adversely affected by the program. Quite to the contrary, American industry has the capacity to increase substantially its investments in these areas."

Report on Trade Agreements program features EFTA ties

The U.S. Tariff Commission's Eighteenth report on the operation of the trade agreements program, covering the year 1966, features a comprehensive account of the European Free Trade Association (EFTA), which achieved its aim of becoming a free trade area in that year.

Comprising the customs territories of Austria, Denmark, Finland, Norway, Portugal, Sweden, Switzerland, and the United Kingdom, EFTA is now a free trade area for industrial commodities. The study appraises the effect of this regional arrangement on the trade between EFTA members and third countries, including the United States.

At the close of 1966, the United States had trade-agreement commitments in force with 76 countries. Trade agreement commitments with 68 of these countries had resulted from their common association with the United States as full contracting parties to the General Agreement on Tariffs and Trade (GATT). Trade agreement commitments were also in effect with four provisional contracting parties to the GATT and with four non-members of GATT through bilateral agreements.

Other major activities respecting the trade agreements program described in the Commission's 18th report are: the continued U.S. participation in the cotton textile arrangement; developments under the U.S.-Canadian automotive products agreement; and major commercial-policy developments in other regional trade associations.

For copies of the report, **write:** Secretary, U.S. Tariff Commission, Washington, D.C. 20436.

Executive Order gives U.S. support to UN embargo on Rhodesia trade

Commerce already had imposed bars under authority of Export Control Act; Treasury, Transportation Dept. controls to follow

President Johnson has signed an Executive Order related to the Secretary of Commerce's action of July 16 in imposing a virtual embargo on trade with Southern Rhodesia (see INTERNATIONAL COMMERCE, July 22). Both actions were taken in support of a unanimous UN Security Council resolution of May 29.

In its Resolution No. 253, the Security Council decided that all member states shall extend the earlier prohibitions on imports from and exports to Southern Rhodesia to cover all commodities and products except exports to Southern Rhodesia of publications, news material and articles needed for medical, educational and humanitarian purposes.

The resolution also obligates each member state to prohibit any activities promoting or calculated to promote such imports and exports; the carriage of such articles in ships and aircraft of its registry or under charter to its nationals; and transfers to Southern Rhodesia of funds and other financial or economic resources other than pensions, payments for news material and transfers for medical, educational and humanitarian purposes.

Aircraft restricted

Finally, the resolution decides that member states shall prevent their air carriers and aircraft of their registry or under charter to their nationals from operating to Southern Rhodesia or coordinating operations with airline companies constituted in or aircraft registered in Southern Rhodesia.

The President's Executive Order prohibits the activities covered by the UN resolution, including transactions involving commodities and products exported from Southern Rhodesia after May 29 (the date of the resolution). The order delegates to the Secretaries of Commerce, the Treasury and Transportation authority to promulgate regulations necessary to carry out the prohibitions.

Commerce Secretary Smith had acted under the authority of the Export Control Act in imposing the restrictions called for by the UN resolution. The further regulations required by the Executive Order are being prepared by the Treasury and Transportation Departments, and will be retroactively effective to July 29.

The prohibitions of Executive Order No. 11322 of Jan. 5, 1967, implementing Security Council Resolution No. 232 of Dec. 16, 1966, continue in effect.

It is a criminal offense to engage in the prohibited activities. Provision has been made to deal with cases of special hardship arising from transactions commenced before the date of the order.

In its May action the UN Security Council also decided that member states shall prevent the entry into their territory of persons traveling on a Southern Rhodesian passport and take all possible measures to prevent the entry of individuals ordinarily resident in Southern Rhodesia who are likely to further or encourage the illegal regime or evade the economic sanctions. The Departments of State and Justice are implementing these provisions under the Immigration and Nationality Act.

The mandatory sanctions imposed by the Security Council's resolution supplement selective mandatory sanctions imposed in December 1966 and earlier voluntary measures taken by a large majority of the members of the United Nations in response to the Council's appeal of Nov. 20, 1965, just after the Smith regime in Southern Rhodesia had unilaterally declared its independence, that economic relations with Southern Rhodesia be broken.

The United States is fully supporting the Security Council resolutions.

U.S. credit to Taiwan helps Boeing jet airliner sale

The Export-Import Bank has authorized a $2.3 million credit to help finance the purchase of China Airlines Limited's third Boeing 727 jet airliner. The contract price of the transaction, including spare parts and related services is $6.7 million. The new jet, to be delivered in February, will be used on CAL's existing international routes and on new routes serving Okinawa and Guam. Eximbank also helped in financing the two earlier jet purchases.

CHAIRING THE EXIMBANK EXPORT EXPANSION ADVISORY COMMITTEE is (left) Lawrence C. McQuade, Commerce Department's Assistant Secretary for Domestic and International Business, acting for Secretary C. R. Smith. At his right are S. Stanley Katz and Dallas M. Coors of Commerce; facing him, from left, are Eximbank officials Warren Glick, Douglas Shackleford, R. H. Rowntree, Elizabeth May and Walter C. Sauer. Not shown are Thomas O. Enders, State Department; John Coleman, Treasury Department, and Tom Lilley, Eximbank. Photo was taken at the committee's organizational meeting.

SERVICE TO EXPORTERS

Eximbank opens risk base

Commerce Secretary chairs group advising bank on new broader range program

By ROBERT Y. LEE

International Finance Division, BIC

A new $500 million program under which the Export-Import Bank of the United States will support a broadened range of export credit is now in operation.

The Secretary of Commerce is chairman of an advisory committee assisting Eximbank on the newly-permitted financing transactions. President Johnson signed Executive Order No. 11420 on July 31, establishing the advisory unit and putting the new program into full effect.

The program, informally known as the Export Expansion Facility, or EEF, is designed to benefit exporters. It will apply to Eximbank's export credit insurance and guarantee programs as well as to its direct loans to overseas buyers of American goods and services.

The EEF is another of the programs proposed by President Johnson on Jan. 1, to help meet current balance of payments difficulties. The new service assumes a more aggressive approach toward trade expansion as a means of improving the balance of payments account.

Within the Government, the concept of such a special export financing facility received priority attention as the balance of payments deficit persisted. Similar proposals also were advanced by Senator Warren G. Magnuson of Washington, Chairman of the Senate Commerce Committee, and by key trade groups such as the National Export Expansion Council and the Bankers Association for Foreign Trade. The President's Jan. 1 proposal, and subsequent enactment of the necessary legislation, brought these ideas to fruition.

Public Law 90-390, which President Johnson signed on July 7, earmarks $500 million of the Eximbank's $13.5 billion lending authority for export transactions which "offer sufficient likelihood of repayment to justify the Bank's support in order to actively foster the foreign trade and long-term commercial interest of the United States." The new legislation thus enables Eximbank to take account of commercial and balance of payments considerations that go beyond the 'reasonable assurance of repayment' standard contained in Eximbank's charter legislation, Public Law 90-390.

In the past, Eximbank had been unable to support transactions for which a reasonable assurance of repayment was not certain. Now, through the FCIA insurance program and its own guarantees and loans, Eximbank will be able to sup-

port many of these kinds of export transactions that offer less likelihood of repayment, provided they foster long-term U.S. trade and commercial objectives.

By assisting exporters in offering fully competitive credit terms in connection with their sales, the new facility will help to expand U.S. export trade and to move the balance of payments closer to equilibrium.

The new legislation allows Eximbank to liberalize its standards with respect to the risk aspect of export credit transactions. However, the EEF will not provide financing on soft terms; the new law states that use of the new facility is subject to Eximbank's usual policies with respect to terms of repayment, interest rates, fees, and premiums.

By way of illustration, the EEF may support export sales to a foreign buyer whose credit rating would formerly have been unacceptable for FCIA insurance or Eximbank guarantees or loans. In other cases, the EEF could cover additional Eximbank authorizations in high-risk markets where previously Eximbank would have been severely limited in increasing its exposure.

Up to $2 billion

The legislation specifies that, in charging off approved transactions against the EEF, the full face value of loans, but only 25% of insurance and guarantees, shall be counted. The EEF could support up to $2 billion in exports at any one time, depending on the share of support provided in the form of insurance and guarantees. Since loans also will undoubtedly be authorized, the potential volume of exports that can be supported by the EEF will be lower.

The new law also provides that the first $100 million of losses incurred by the EEF shall be borne by Eximbank, the second $100 million by the U.S. Treasury, and all losses thereafter by Eximbank. While the use of the EEF will involve somewhat riskier transactions and will likely give rise to a somewhat higher loss rate than experienced by the Eximbank in the past, losses of the magnitude set out in the legislation are not contemplated, since they would be contrary to the balance of payments benefits the new facility is designed to provide.

Where to write

For further information on the new lending criteria, write:

Export-Import Bank,
811 Vermont Ave., NW.
Washington, D.C., 20571, or

Foreign Credit Insurance Assn.,
250 Broadway
New York, N.Y. 10007

AMERICAN GOODS ON THE MOVE helped set a record recently at the new Army Street Terminal in the Port of San Francisco. Eight ships on the mile-long wharf loaded or discharged 15,000 tons in day.

The EEF is, in effect, a special account on Eximbank's books against which designated transactions will be charged. It will accordingly operate as a component of Eximbank's traditional programs. Exporters will not apply to the EEF or change their present applications procedures for Eximbank or FCIA financing support.

Eximbank and FCIA will review incoming applications to determine whether the proposed transaction can be accommodated under their regular programs, or, if not, whether EEF financial support is nevertheless justified because of considerations such as market penetration, high follow-on exports, or other special foreign trade or balance of payments advantages.

Thus, the financing benefits of the new facility will become automatically available to exporters as Eximbank and FCIA approve applications to support transactions that otherwise would not have been assisted.

Export credit insurance will be strengthened by the new facility. This insurance coverage is offered through the Foreign Credit Insurance Association, a consortium of private insurance companies formed in 1961 in cooperation with Eximbank.

FCIA insurance policies cover exporters directly against loss on credit extended to foreign customers. FCIA offers separate policies for short-term credit (up to 180 days) and medium-term credit (181 days to five years.) The comprehensive policy covers against both political and commercial risk; or a political risk only policy may be obtained.

Bank program aided

Eximbank's guarantee program for commercial banks also will benefit from the new facility. Under this program, Eximbank guarantees commercial banks against loss on the financing they extend on medium-term credits for specific export transactions. Although banks rather than exporters are the applicants under this program, exporters benefit from the incentive to banks to finance exports and from the fact that Eximbank will provide the guarantee only for bank financing extended without recourse on the exporter.

In addition, the new facility will be

available for Eximbank's direct loan program, under which Eximbank lends to foreign borrowers who use the loan proceeds to purchase U.S. capital goods and services.

Advisory committee established

To assure maximum benefit from the new facility, President Johnson has established an Export Expansion Advisory Committee to provide advice and guidance in administering the new program. The Chairman of the Advisory Committee, as previously mentioned, is the Secretary of Commerce, and the other members are the Secretary of State, the Secretary of the Treasury, and the President of the Export-Import Bank.

The Advisory Committee was established to review and make recommendations concerning individual transactions proposed to be charged against the EEF, and to provide advice and guidance to the Eximbank on broader commercial, trade, and balance of payments policies relating to the operation of the EEF.

President's comment

In signing Executive Order 11420 establishing the Advisory Committee, President Johnson said that "The Advisory Committee will assure that the new facility will be used to supplement and strengthen other government and private export financing programs.

"The Advisory Committee will assist the Export-Import Bank in stimulating the interest of our business community in exporting and in attracting greater flows of private capital to exports.

"The Committee will also aid the Export-Import Bank in identifying promising foreign markets and transactions which offer potential for expanding the export of American goods."

The new export financing facility, with the guidance of the newly-created Advisory Committee, should help increase the volume of U.S. exports. Ultimately, however, success in achieving a favorable balance of payments depends upon intensified attention to exporting by the private business and banking community. The new facility relies upon, and is intended to encourage, the export efforts of American private enterprise.

New Eximbank rates

The Eximbank has made the following changes in the rates on its short term discount promissory notes, effective Aug. 5: notes maturing in 30-89 days will carry an annual discount rate of 5.2%; 90-179 day notes will bear a 5.35% rate; and 180-360 day notes will carry a 5.5% rate.

Foreign commercial arbitration convention gets U.S. attention

UN measure, already ratified by 33 countries, sent to Senate by President; will assist in settling business disputes

By VINCENT D. TRAVAGLINI
Director, Foreign Business Practices Division, BIC

A measure that would assist U.S. traders to enforce agreements and awards made in international commercial arbitration is now awaiting Congressional action.

The United Nations Convention on the Recognition and Enforcement of Foreign Arbitral Awards, already ratified by 33 countries, including such major U.S. trading partners as France, Germany, India, Japan, the Netherlands, and the Philippines, has been sent to the Senate for approval by President Johnson.

The UN Convention is designed to facilitate the recognition and enforcement by foreign courts of arbitral awards granted in the United States, as well as similar action by our courts with respect to foreign arbitral awards.

The President recommended that approval be subject to two declarations. First, the U.S. would not be required to apply the convention to awards made in states not parties to the convention or awards made in another state with respect to matters excluded by that state or by the U.S. in its approval of the convention; and second, the U.S. would limit application of the convention to commercial transactions, consistent with the policy expressed in Title 9 (arbitration) of the U.S. Code (Federal Arbitration Act).

Changes in the Federal Arbitration Act will be required before the U.S. becomes a party to the convention.

British may accede

In the United Kingdom, a nonmember, a comprehensive study of the UN Convention was made by a Private International Law Committee with favorable conclusions. The committee found the convention a considerable improvement over existing international arrangements for recognition and enforcement of awards. It recommended acceptance of the convention, however, only if a way could be found to leave British courts with their traditional discretion to decide whether or not to grant a stay of proceedings in purely domestic cases covered by an agreement to arbitrate. This would involve drawing a satisfactory distinction between foreign and domestic agreements. It appears that the United Kingdom is now taking steps to accede to the convention.

Three multilateral conventions

In addition to the UN Convention there are three other multilateral conventions that deal with the problem of enforcement of agreements and awards in international commercial arbitration.

Protocol of Geneva on Arbitration Clauses, 1923, provides for the recognition by contracting parties of the validity of arbitration agreements, whether relating to existing or future differences, between parties residing in different countries, regardless of the jurisdiction in which the arbitration is to take place.

Geneva Convention for The Execution of Foreign Arbitral Awards, 1927, provides that awards made pursuant to the 1923 Protocol will be enforced, provided they apply to persons subject to the jurisdiction of member countries and where made in the territory of a member country.

European Convention on International Commercial Arbitation, Geneva, 1961, sponsored by the United Nations Economic Commission for Europe (ECE), has the principal feature of providing machinery to overcome the problem of appointing arbitrators when the parties to an arbitration agreement fail to agree on their choice (the convention is likely to be useful chiefly in connection with East-West trade transactions).

The U.S. is not a party to any of the above treaties.

The two Geneva treaties were widely adopted throughout Europe and have served as the basis of a system whereby commercial disputes of an international character which the parties have agreed to arbitrate are excluded from the jurisdiction of the courts.

East-West trade arbitration

The European convention was conceived primarily to facilitate the settlement of disputes arising out of trade or other business arrangements between private firms in Western countries and the state trading organizations of Eastern Europe.

Managers of the state organizations usually refuse to agree to arbitration by privately-sponsored institutions such as the International Chamber of Commerce or the American Arbitration Association in preference to the state-run arbitration institutions in their own countries. The main function of the convention is to provide a method of determining both arbitrator and place of arbitration when the parties have themselves not been able to agree.

Each country of the Communist bloc has a foreign trade arbitration commission organized in connection with the Chamber of Commerce. State trading organizations invariably include in their contracts with foreign firms provisions referring all disputes to them, but have occasionally agreed to arbitration in third countries, usually Sweden, Switzerland, Austria, England. Practice varies, the Soviet Union reportedly refusing to arbitrate before the International Chamber of Commerce (although in one case it agreed to arbitrate in New York under American Arbitration Association rules) while Rumania apparently has no objection to ICC arbitration.

The European convention entered into force Jan. 7, 1964 and at the end of 1967 had 16 members. It appears not to have had widespread acceptance, possibly because of the rather cumbersome machinery provided for the selection of arbitrators. Although there has been little expression of interest in the convention by U.S. traders or investors overseas, it has been reported that they have occasionally been asked in negotiations with state-trading countries to agree to arbitration "under the ECE rules."

The principal significance of the convention may be that it evidences a willingness on the part of Eastern European countries to accept some measure of accommodation with the West in the direction of impartial adjudication of trade disputes.

Arbitration used by business

Settlement of disputes by arbitration is a prominent feature of the domestic business scene in the U.S. Whether through institutional facilities, such as those of the American Arbitration Association and trade associations, or through the appointment of permanent arbitrators, the technique has gained wide acceptance among both business and labor leaders.

The advantages of the arbitral process which have led to its widespread use domestically should also commend it for international transactions. However, while arbitration clauses are being used to an increasing extent by American firms in their foreign sales, investment and licensing dealings, there are inhibiting factors deterring wider use.

Problem of enforcement

One problem has been the uncertainty surrounding the enforcement of awards in countries other than where they were rendered. As indicated above, the United States lacks treaty or other arrangements providing for the efficient enforcement of agreements to arbitrate by unwilling parties, or of arbitration awards. The standard negotiating form for U.S. commercial treaties includes an arbitration clause. The typical provision, however, as included in most of the "modern" treaties concluded since World War II, is aimed at insuring nondiscrimination and provides that agreements to arbitrate shall not be deemed unenforceable merely on the ground that the place designated for arbitration is outside the country or that one or more arbitrators is an alien, and that valid awards shall not be denied enforcement merely because the award was rendered outside the country where enforcement is sought.

Improved facilities needed

Before commercial arbitration can play its full part in world trade improvements are needed in the machinery for dispute settlement. North America and Europe are well served by the arbitration organizations centered there; however, similar organizations elsewhere, with, of course, some notable exceptions, often do not possess the facilities and know-how to make arbitration effective, although there are some reports of progress.

In the Far East, the ECAFE Center for Promotion of Commercial Arbitration has been established as a part of the International Trade Division of the U.N. Economic Commission for Asia and the Far East (ECAFE). The center collects and disseminates information, arranges for the services of technical advisers and the training of personnel, and carries out legal and technical studies relevant to the improvement of arbitration in the ECAFE region. The center has produced a model set of arbitration rules for inclusion in international trade contracts, but does not itself hear or determine disputes.

Three ECAFE countries—Malaysia, Thailand and the Philippines, comprising the Association of Southeast Asia (ASA)—are considering the establishment of an ASA board of commercial arbitration, which would provide administrative arbitral machinery.

In the Western Hemisphere, too, new currents are flowing. Efforts are centered on revitalizing the Inter-American Commercial Arbitration Commission. To this end meetings were held in Buenos Aires, San Jose and Rio de Janeiro in 1967, resulting in the drafting of a new Constitution for IACAC and adoption of a continuing program of activity designed to improve the Inter-American system of arbitration.

This program would aim at the establishment of national arbitration organizations in each of the American states, each equipped with its own panel of arbitrators. There would also be an education program to inform businessmen, lawyers and the public about commercial arbitration and to encourage its use.

UN Convention's 33 ratifying states

The United Nations Convention on the Recognition and Enforcement of Foreign Arbitral Awards has been ratified by 33 countries.

The following countries ratified it without conditions:

Cambodia, Ceylon, Finland, Greece, Israel, Niger, Tanzania, Thailand, United Arab Republic and Yugoslavia.

The following ratified it with a declaration on reciprocity: Austria, Bulgaria, Byelorussian SSR, Central African Republic, Czechoslovakia, Ecuador, France, Federal Republic of Germany, Hungary, India, Japan, Malagasy Republic, Morocco, Netherlands, Norway, Philippines, Poland, Romania, Switzerland, Trinidad and Tobago, Tunisia, Ukrainian SSR, USSR.

The following ratified it with a declaration limiting participation to arbitration of disputes arising out of legal relationships on commercial matters:

Central African Republic, Ecuador, France, Hungary, India, Malagasy Republic, Philippines, Poland, Romania, Trinidad and Tobago, Tunisia.

Norway ratified it with the following reservation: "We will not apply the Convention to differences where the subject matter of the proceedings is immovable property situated in Norway, or a right in or to such property."

U.S. firm offers new building technology to Near East groups

Workshops earlier this year drew local architects, contractors, government officials to evaluate modular construction systems

A New York firm is planning to introduce in the Near East the advanced building concepts and materials of several U.S. companies.

The Mace International Corp., for many years engaged in overseas housing developments, is expecting with the help of other U.S. enterprises to start a new industry in the area for manufacture of various products to be used in construction of modular houses there.

Various prototype models are scheduled for erection in 1969, with manufacturing operations to begin later. The houses will be finished with many local materials made by Arab suppliers under licensing agreement.

Study team

Earlier this year, an architect/engineer team visited Libya and Saudi Arabia to study building practices, designs, and materials used for dwelling construction on the desert sands.

David M. Hansen, president of Mace International Corp., and Walter M. Allen, project manager for the Koppers Co., Inc., Pittsburgh, held workshop conferences in Tripoli, Libya, and in Jidda, Riyadh, and Dhahran, Saudi Arabia, to prepare recommendations for introducing the technology to Near East builders.

"Many professional planners, architects, contractors, bankers and government officials who attended these conferences had an opportunity to evaluate new systems of modular construction which required four years of research and testing in tropical climates," says Hansen.

"Instant" units

Among the conference presentations were: A fire-resistant building panel developed by Koppers and used in a modular house developed jointly by Koppers and the Stanley Works, New Britain, Conn.; a complete new bathroom unit prefabricated with plumbing equipment, piping, and electrical fixtures, a development of the Crane Co., New York; and new residential designs for desert areas, by Frank E. Basil, Inc., architects and engineers, Cambridge, Mass.

The houses are erected with simple tools; heavy equipment is not needed, Hansen points out. Five men can erect a three-bedroom house in less than a week, he says, and highly skilled labor is not required.

Cost estimates of the houses were discussed with Libyan and Saudi contractors.

For additional details, **write:** Mace International Corp., 74 Trinity Place, New York, N.Y. 10006.

AT WORKSHOP IN DHAHRAN, contractors showed keen interest in technology of U.S. architects, engineers. Conferences also were held in Tripoli, Libya, and in Jidda and Riyadh, Saudi Arabia.

Japan's film makers see upturn under way

The Japanese film industry in 1967 finally reached what industry sources believe to be the end of a long, steady decline that started in 1959, and it looks forward to a gradual recovery during the next few years. While the number of feature films produced in Japan and the overall attendance at movies declined in 1967, a substantial increase was recorded in estimated box-office receipts.

Receipts in 1967 of $218.6 million are about 4% ahead of 1966 receipts of $210.4 million. This is a rather remarkable development considering that boxoffice receipts were stagnant in 1966 and declined 20% in 1965. Also, earnings from exports of Japanese films are expected to be $4.7 million in the fiscal year which ended March 31, a 9% increase over the previous year.

Revenues from foreign films released in Japan reached the highest point in Japanese history in 1967, totaling $35 million, a 6.4% increase over 1966. About two-thirds of these earnings were accounted for by films released in Japan by the major U.S. film companies. There is every reason to expect continued acceptance of first rate U.S. films in Japan.

AMA offers September course in international licensing

A course on international licensing and an orientation seminar on international long-range planning have been scheduled by the American Management Association at its headquarters in New York for next month.

For the first course, Sept. 9-13, industry leaders will present the essential principles and techniques of international licensing, examine its legal aspects, and point out tax considerations. Case studies will be presented, and problems and possibilities discussed.

At the orientation seminar on long-range planning, Sept. 9-11, experts in the field will focus on today's most effective approaches and techniques.

Luncheons and meeting materials are included in the registration fees. For the five-day meeting, the cost for AMA members is $275 and for nonmembers, $325; for the three-day meeting, $165 and $190.

Write: American Management Association, Inc., 135 West 50th St., New York, N.Y. 10020.

Specialized U.S. trade exhibit eyes German scientific market

Attendance at Frankfurt Center chromatography, spectroscopy show in January expected to be top level European researchers

Germany, one of Europe's prime growth countries of the past decade, is looking to the future with emphasis on science, research and development.

Two fields drawing the continuing attention of German science and industry are chromatography and spectroscopy—both subjects of an exhibition by U.S. instrumentation manufacturers at the U.S. Trade Center in Frankfurt next Jan. 20-24.

American firms are invited to reserve space now for the chromatography and spectroscopy instrumentation exhibition, sponsored by the U.S. Department of Commerce. The show and a related symposium will cover two approaches to conformational and structural analysis.

Chromatography is the process of separating substances by differential adsorption often followed by differential desorption. Various chromatographic processes are widely used in chemical analysis. These techniques have been expanded to include gas chromatography, paper chromatography, gas-liquid chromatography. The Frankfurt exhibition will place particular emphasis on instrumentation for all types of chromatography.

Spectroscopy is the method of analysis of the composition of substances through spectra measurements. This method has been expanded to include vacuum spectroscopy, infra-red and ultra violet spectroscopy, fluorescent and phosphorescence spectroscopy and many other associated techniques now utilized in basic and industrial research.

Automation sought

Many recent advances in both fields have involved various degrees of automation to minimize time and manpower required for analysis. A market survey conducted in Germany notes that new methods, as well as new supplies and accessories that facilitate routine applications, promote the export of American chromatographic equipment.

For spectroscopic equipment, particularly in clinical applications, the study found that semi-automatic analytical instruments and spectrophotometers with digital read-outs are expected to show increasing sales.

The market study highlights sales prospects for chromatographic and spectroscopic instruments in Germany as part of increasing expenditures for science. Public funds for science are expected to increase 100% by 1970 over 1966 levels, beyond a 146% increase from 1961 to 1966. As an indication of industrial activity, private funds for research and development rose 76% between 1962 and 1965.

With attendance at the Trade Center exhibition and symposium promoted among scientists and researchers throughout Europe, U.S. exhibitors at Frankfurt will benefit from the completely international nature of their instruments. Scientists from all countries using advanced equipment are familiar with scientific progress and standards, and requirements of research laboratories are the same regardless of national boundaries.

The Trade Center show will emphasize advanced types of chromatographic and spectroscopic instruments and accessories in which U.S. manufacturers have a particular advantage over foreign competition.

An exhibition of highly-sophisticated instrumentation, including chromatography, at the U.S. Trade Center in London last December reinforced evidence of prevailing European interest in the products of U.S. equipment-makers. Immediate sales during the show totaled $64,000 and contacts made during the event prompted American exhibitors to predict additional orders of $781,000 within a year.

A special market development campaign by the Frankfurt Trade Center staff will heighten German and other European interests in U.S. exhibitors' products in advance of the January exhibition. The Center also offers an agency-finding service for participating firms, especially those new to the market, seeking sales representation in Europe.

U.S. manufacturers wishing further details on this 1969 lead-off event at the Frankfurt Trade Center may contact the U.S. Department of Commerce (BIC-928), Washington, D.C. 20230 (telephone: area code 202-967-4733), or any of the Department's 42 Field Offices.

EXHIBITION BRIEFS *WORLDWIDE*

Briefs are condensed from the reports of U.S. commercial officers on the spot. They are meant to stimulate investigation of likely markets and to show the scope of opportunities for U.S. product demonstrations and sales. The full reports are available.

Write: Office of International Trade Promotion (BIC-922), U.S. Department of Commerce, Washington, D.C. 20230.

INTERNATIONAL BAKERY EQUIPMENT AND SUPPLIES FAIR, "IBA 68", STUTTGART, GERMANY, May 11-19. Exhibits of 327 firms were visited by 120,000 persons. Four U.S. companies participated. Show was called "best bakery fair ever" by many trade visitors. U.S. bakery machinery manufacturers who familiarize themselves with marketing and consumption habits in Germany are expected to have good sales opportunities at the next IBA, set for 1971 in Berlin.

INTERNATIONAL APOTHECARY EXHIBITION, "IPHARMEX," BASEL, SWITZERLAND, June 13-18. 80 firms showed pharmaceuticals, cosmetics, and fixtures for the trade. No U.S. companies participated. U.S. Embassy officials in Switzerland report that a quality exhibit of U.S. cosmetics and toiletries should receive a welcome reaction in this market. Plans for next fair uncertain, but the second edition will probably be held in Basel or Geneva in two or three years.

INTERNATIONAL SAMPLES FAIR, VALENCIA, SPAIN, May 1-15. 1,803 exhibitors, off considerably from total of 2,467 in 1967. American participation down to 60 firms, including 28 direct exhibitors, from the total of 92 last year. This fair is gradually losing visitors (down from 900,000 in 1967 to 600,000 this year) and exhibitors to the newly established specialized fairs, but is still a good vehicle for introduction of U.S. goods to Spanish market. Next fair, May 1-15, 1969.

SWISS IMPORT FAIR, ZURICH, SWITZERLAND, May 10-18. 152 exhibitors, all Swiss representatives for the products of some 550 foreign firms, including 30 U.S. manufacturers. Attendance 22,000, down by 20% from the 1966 edition. Machine tools dominated show, with good opportunities seen for specialized U.S. machinery, as well as metalworking tools and abrasives. Textile, food processing, packaging, and electronic equipment also show good promise. Next fair, May 1970.

CATALOG RACKS with descriptive literature on the products of nearly 100 U.S. manufacturers of textile equipment and related products drew businessmen to the U.S. Consulate at Oporto, Portugal.

U.S. catalogs find customers at Consulate

Officials at Oporto, Portugal call display 'unqualified success'

Catalog fairs featuring product lists from many U.S. manufacturers are a proven success in Thailand (see INTERNATIONAL COMMERCE, July 29, 1968).

Meanwhile the U.S. Consulate in Oporto, Portugal, has taken the same path to productive commercial exposure.

When the Consulate began searching for an effective, yet inexpensive, way of expanding its trade promotion program in the northern part of Portugal, the Department of Commerce suggested an exhibition of catalogs from U.S. companies manufacturing equipment of interest in the Oporto area.

A survey of northern Portuguese businessmen by the Consulate revealed considerable interest in such a fair, and plans got under way.

The Commerce Department provided a computer printout of mailing labels to enable the Consulate to contact some 800 firms in the textile machinery field, which showed the greatest promise in Oporto's section of Portugal.

To this list the Consulate added the names of 50 chemical firms making products associated with the textile field, drawn from the American International Traders Index.

Nearly 100 U.S. firms sent catalogs for display during the show, which ran for two weeks at the end of May and beginning of June, and 26 firms with local representatives asked their agents to attend.

The show drew all but five of the 47 importing agents in the Oporto region, and many local industrialists attended, with the result that specific inquiries for representation have been sent to several of the U.S. manufacturers whose catalogs were on display.

The Consulate rated the show "an unqualified success," and it is arranging follow-up contacts with the companies in the show.

The catalogs were turned over to the local textile manufacturers association for permanent inclusion in its library after the display was concluded.

Pacific International Fair set for November '69 in Lima

The organizers of the Sixth Pacific International Fair have announced that that event will take place in Lima, Peru, Nov. 14-30, 1969. The management has invited U.S. manufacturers to participate in the forthcoming exhibition.

For particulars on exhibit space, rental rates, and other questions, **write:** La Feria Internacional del Pacifico, Apartado 4900, Lima, Peru.

Wiesbaden, Germany, to host international souvenir fair

The Fourth International Souvenir and Gift Salon will be held in Wiesbaden, Germany, Oct. 12-14, and U.S. firms have been invited to participate.

This fair is, according to its sponsors, the largest of its kind in Europe and last year drew 3,000 buyers, of whom 300 came to the show from 25 countries outside Germany.

Firms interested in exhibiting should **write:** Mauritius- Verlags- und Messegesellschaft m.b.H., 62 Wiesbaden, Kleine Wilhelmstrasse 5-7, Germany.

Third container exhibition set for Melbourne in June

The third in a world-wide series of International Container Services and Equipment Exhibitions organized by the British firm of Mack-Brooks Exhibitions, Ltd., has been scheduled for Melbourne, Australia, June 23-27, 1969.

The first exhibition was held in London in May, and a second is planned for Baltimore, Md., in October of this year.

The exhibition, which will include displays of container products and technology, will be held under the sponsorship of the International Cargo Handling Association, with a concurrent international conference planned by the Melbourne Chamber of Commerce.

Interested U.S. firms whose products fall into the container field have been invited to exhibit at the Melbourne container show.

Write: Industrial and Trade Fairs, Pty., Ltd., Sydney, Australia, which is organizing the exhibition with Mack-Brooks, or Mack-Brooks Exhibitions, Ltd., Suite 438-440, Lord Baltimore Hotel, Baltimore, Md. 21203.

British Electronic Component show opens to U.S. exhibits

U.S. and other non-British manufacturers of electronic products will be able to exhibit their wares either directly or through United Kingdom representatives at the International London Electronic Component Show, set for May 20-23, 1969.

Next year will be the first time the show has been open to foreign manufacturers. The show will be held at Olympia Exhibition Hall, London.

Write: Radio and Electronic Component Manufacturers Federation, Industrial Exhibitions, Ltd., 9 Argyll St., London, W.1, England.

Breakthrough in Pakistan

Foodgrains lead way as agricultural output paces 8% growth in GNP

Pakistan's recent economic activity has featured a breakthrough in foodgrain production, development expenditures that are falling considerably short of planned targets, and increasing ties with the Communist world. These are some of the major conclusions of the latest Economic Trends Report submitted by the U.S. Embassy in Rawalpindi.

A breakthrough in increasing agricultural and particularly foodgrain production in Pakistan has been the major factor contributing to an estimated 8% growth in GNP for the fiscal year just ended and a substantial improvement in the overall economic outlook.

Foodgrains production increased 23% during the year owing in large part to exceptionally good weather but also to wide use of new seed varieties and increasing investment in fertilizers, water, and other inputs. Agricultural production as a whole increased by 10%.

Industrial production and investment growth, which was the mainstay of the Second Five Year Plan growth has been at reduced rates since 1965, as supplies of imported industrial raw materials and investment goods have had to be curtailed somewhat in favor of food and military imports and as a result of reduced aid availabilities. Large scale industrial production grew 11% in fiscal 1968, compared with a target of 14%.

With high priority to agricultural inputs and domestic production of fertilizer and pesticides well below needs, substantial quantities of these two items will be imported again in fiscal 1969. Amounts importable from the United States, however, will be determined in large part by a combination of price and U.S. aid levels although some imports for cash may be permitted. The imports into Pakistan under the $115 million commodity loan signed late in March will be entering Pakistan in the first half of fiscal 1969 and will consist in large part of iron and steel items.

The experience of the 1968 spring wheat crop in West Pakistan has made the government aware of the value of harvesting and threshing equipment as sufficient and qualified labor was not forthcoming during the harvesting period on the larger farms in certain areas.

A decision has been made to import combine harvesters initially on a trial basis and investment in the domestic production of harvesters is being encouraged with a five-year tax holiday. These imports will be allowed from traditional sources and from socialist countries for trial purposes, and it can be anticipated that following the trial period the Government will standardize on no more than three to four makes.

Interest in seeding, cultivating and other farm equipment is also increasing, and again investment in domestic production is being encouraged. The establishment of repair and service centers opens up additional import possibilities.

Owing to foreign exchange shortages and its increasing debt burden, Pakistan is limiting its acceptance of suppliers credit type terms for capital goods. However, it has recently accepted an Eximbank loan of $5 million for solvent extraction plants for edible oil production and earlier loans for microwave links, satellite ground stations, and a $50 million loan for equipment for building the Tarbela Dam.

The East Pakistan scrap-based steel mill at Chittagong is being expanded. Interest remains in a steel mill for Karachi and a recent government decision has been made to put it in the public sector. U.S. financing will continue to be sought along with exploration of European or other sources. Financing arrangements will be critical to any sale connected with this huge project, and direct investment on the part of the foreign supplier may be required. A 20% equity participation to foreigners has been offered.

Capital investment possibilities are good for any U.S. firm interested in agro-industry investment in Pakistan, and the recent decision to permit foreign investment in jute and cotton manufacturing or other industry based on domestic raw materials opens a new field for U.S. investors. While demand is high, sales of U.S. military equipment are restrained under U.S. Government sales policies in the sub-continent to non-lethal items.

With probable continuation of financial and other restraints on imported non-essential consumer items for some years to come, the potential U.S. market in this area is limited. This is one area where sourcing is less restricted, since most are importable only under bonus vouchers which are not restricted as to source.

The U.S. is somewhat disadvantaged by distance and therefore freight costs, and to a certain extent by cheaper, albeit sometimes inferior, products from other sources. Nevertheless, this is the one area where competition among foreign suppliers is freest and would be worth explor-

Impact on sales of U.S. goods

General implications of recent economic trends in Pakistan for the U.S. are:

There will be a declining need for imported foodgrains, supplied in the past from PL-480;

Sales opportunities for fertilizer, pesticides and industrial inputs will continue;

A new market for agricultural machinery and equipment is opening;

Capital goods sales will probably continue, but may in some cases require equity investment which will be welcomed in agro- and export-oriented industries;

Military sales for which potential demand is high are limited under U.S. policies to non-lethal items, and

The U.S. remains at par with all exporters for consumer and other exports under bonus vouchers, and should find a market for U.S. products which are competitive.

ing by any U.S. manufacturer whose product is competitively priced on the world market.

Based on this year's overall economic growth and in the absence of need for cash foodgrain imports, prospects for industry as well as agriculture are improved for the coming fiscal year. Agricultural production is expected to increase another 5% and large scale industrial production by 14% for an overall GNP growth of 6%.

The achievement of these goals, however, depends on some uncertain factors. Foreign exchange reserve remain low and earnings have been growing at less than projected rates although an annual export plan has been developed in an effort to improve export growth. While some Consortium and pledges have been obtained, the prospects for additional substantial U.S. aid depend on Congressional action. Monetary policies have had recent success in pursuit of price stability and are probably adversely affecting the small businessman although probably not to the extent of restraining overall business activity.

As a result of the 1965 war with India, continued heavy defense spending by India, and the cessation since 1965 of U.S. military aid, the Government of Pakistan has found it necessary to sustain levels of defense services expenditure substantially higher than pre-war levels. Although a decrease from the record level of $569.1 million of fiscal 1966 has occurred, the $457 million budgeted for fiscal 1968 actually turned out to be $468 million and a 10% increase to $514.5 million is budgeted for fiscal 1969.

While believing these increases are essential, the Government has indicated a high priority for increased development expenditure as well. Public development spending in the first three years of the third Five-Year Plan (1965-70) have fallen substantially short of targets although increasing annually. The first year, 1965-66, was disrupted by the fighting with India, aid suspensions and large outlays for defense. Bad weather in the first two years required further foreign exchange outlays for food.

These problems, combined with efforts to control domestic inflation, resulted in development spending cutbacks. Only $1,012 million of the planned $1,197 public development budget for fiscal 1968 was actually spent. The same amount has been allocated this year, which, if fully expended, would amount to almost a 20% increase in public development spending.

Realization is in large part dependent on assumed commitment and disbursement of foreign aid levels which at this point are by no means certain.

Private sector industrial development spending also is falling substantially short of the original industrial targets, which have themselves been given revised priorities, although increased private investment in agriculture is producing an overall level of private investment somewhat closer to the Plan targets.

At this point the Government of Pakistan expects that overall financial targets of the Third Plan will fall short by as much as 20%, but that output targets will still be met and in some cases, as in wheat, exceeded.

Two bad weather years at the outset of the Third Plan combined with U.S. inability to meet the entire needs of India and Pakistan with PL-480 wheat necessitated large outlays of critically scarce foreign exchange for foodgrains and accelerated the shift in Plan emphasis away from industry, and toward agriculture.

New Mexican varieties of high yielding wheat have been adapted for Pakistan with outstanding success and the IRRI (International Rice Research Institute) developed rice variety has also been introduced but with lesser success.

Import of substantial quantities of fertilizers and pesticides has also been permitted, much of which has been financed under U.S. aid programs and distributed on a concessional basis; and one new plant for domestic fertilizer production from natural gas resources is under construction in West Pakistan while an IBRD loan has recently been granted for a second. Both public and private tubewell installations have continued and are providing additional irrigation water.

Continuation of these inputs is anticipated, and self-sufficiency in food grain production for West Pakistan is now within reach. Most dramatic has been the West Pakistan wheat crop of over 6.2 million tons compared with a previous record of 4.5 million tons. The government has procured some 600,000 tons of wheat under its price support program in West Pakistan and storage capacity has become a problem.

Industrial plant in Pakistan, substantially expanded during the Second Five Year Plan period and much of it dependent on imported raw materials, has been operating well below capacity during the first three years of the Third Plan largely due to lack of imports owing to the foreign exchange shortage. Cotton and jute textile mills, however, regularly run three shifts.

New investment in industry is also running substantially below original third Plan targets owing to: the government's shift emphasis to agriculture and allocation of a greater portion of limited overall resources to that sector; the present state of industrial production; slower flow of project aid than anticipated; the tight foreign exchange situation, and tight money policies necessary to curb import demand and restrain the general price level.

PAKISTAN'S INDUSTRIAL PLANTS have been operating well below capacity during the first three years of the current plan, but output is expected to reach planned levels this year. Below, the dye-making department of a package plant in Lahore. (World Bank Photo)

May reach target

The present state of industrial production should improve and the projected overall growth rate of 14% in large scale industry for fiscal 1969 may be reached provided exports show improved growth, food import needs can be reduced or eliminated, foreign exchange outlays for defense can be held down and, most importantly, aid levels do not show a substantial drop.

Much of the import allocations for Jan.-June 1968 will be entering in fiscal 1969 and overall raw material imports are predicted to show an increase of 18%.

Among major new plants coming into full production during the year will be the Eastern Refinery, a 1[illegible],000 ton public sector scrap-based st[illegible] mill, and a 50,000 ton billet-based private mill, all at Chittagong in East Pakistan, and the 173,000 ton Esso fertilizer plant in West Pakistan.

The priorities for the private industrial investment schedule have been revised and aim at channeling investment into balancing and modernization of existing industry and, for new investment, into industries based on domestic raw materials or in agricultural related areas. Specifically encouraged are investments in insecticides and pesticides, farm equipment including harvesters and threshers, dairies and milk products, food preservation and processing, processed cereals, agricultural storage, and related projects.

A major departure from past policy has been a decision to permit foreign investment in industry based on wholly domestic raw materials, provided a guarantee to export is given. The fields specifically mentioned are quality textiles and broadloom jute production.

To conserve available resources for imports of essential consumer needs and industrial raw materials, the government has continued substantial restrictions on imports of non-essential consumer goods. Absolute bans on some imports, tariffs, and wider use of the bonus voucher system (vouchers earned by exports which give rights to buy free foreign exchange are freely traded and their market prices substantially increase the rupee cost of the imports) have combined to limit the market in Pakistan for these items.

Imports as a whole have been permitted to rise in the past two years. With reduced foodgrain import needs for the coming year, a greater portion of Pakistan's limited exchange should be available for import of materials for production and development items.

New import policy

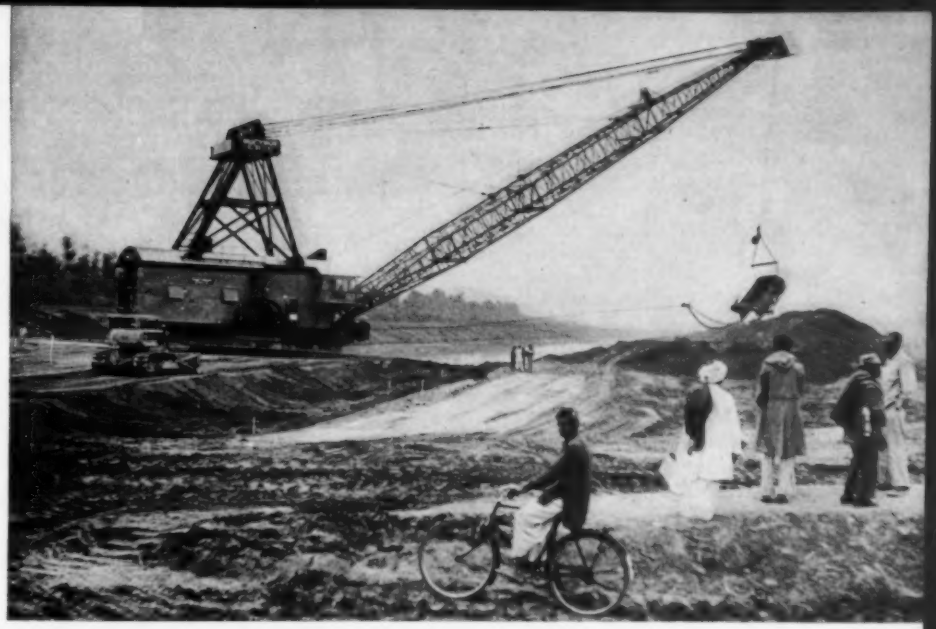
The import policy announced July 17 for the shipping period July-Dec. 1968 continued to extend the liberalized features of the Jan.-June policy. Only 15 items are included on the licenseable list and 14 are on the free list.

The cash-cum-bonus list under which importers may have 50% of their needs in cash if they will purchase the other 50% under bonus voucher has been expanded from 71 to 92 items, virtually all in the industrial materials category, and the 100% bonus list has increased from 242 to 252. All items on the free list, licenseable list and cash-cum-bonus list are also freely importable under bonus as before. Any items not mentioned on one of the lists may be considered banned.

Industrial users are authorized to open letters of credit for 100% of their entitlement under free list with the exception of iron and steel and nonferrous metals, and cash-cum-bonus licenses will be issued automatically, also at 100% of entitlement. Thus, although greater use of bonus and cash-cum-bonus will raise effective prices, import orders are being permitted.

Opening of letters of credit for import of iron and steel and nonferrous metals will have to await completion of loans and credits under negotiation. Imports of some $70 million of these items under the Jan.-June shipping period, mostly under U.S. loans, which were similarly delayed, are now enroute and will be available for use during July-Dec.

Total exports during fiscal 1968 lagged for the first six months well behind previous years' rates but apparently picked up in the latter half. Official statistics for fiscal 1967 and 1968 have come under question and are being revised, but it appears annual average growth in exports for the two years will be 7%.



DEVELOPMENT OUTLAYS have been lagging in Pakistan, but the Government hopes for a 20% rise in expenditures during fiscal 1969. This U.S.-made dragline is working on a West Pakistan canal.

The reduced growth in exports by value is in large part attributable to lower prices for jute and several other exports which were actually up in quantity. Higher rates of export earnings are crucial to Pakistan's economic planning and the Government can be expected to continue its search for new ways of promoting both agricultural and industrial exports. The first comprehensive annual export plan, which has been prepared for fiscal 1969 and was announced July 20, envisages a growth of approximately 10% over 1968.

Foreign exchange reserves, which were $283 million at the end of fiscal 1965 had fallen to $175.9 million by mid-1967 and $160.5 million by Dec. 29. They have risen gradually since then, and stood at $195 million on June 28. While a considerable improvement, the present level is still uncomfortably low with respect to Pakistan's growing volume of foreign trade, always uncertain aid outlook, as yet unmet needs for new imports of military equipment, and steadily increasing foreign debt burden.

The increasing debt-servicing burden has become a cause of some concern and the Government has been emphasizing the need for softer loan terms and has become less willing to accept suppliers credit terms.

While the Second Plan period was marked by stability of prices, Pakistan has experienced substantial upward price pressure thus far in the Third Plan, bringing on the tight but selective credit controls which have prevailed in the past year.

Nevertheless some price increases have

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occurred on a number of consumer items, and increased consumer demand resulting from this year's increased agricultural incomes is of some concern. The Government has recently established a committee to study ways to direct including increased savings and investment.

Both the central and provincial budgets are notable for their absence of increased taxation, although tax receipts are expected to rise as a result of economic growth and increases in user charges such as postal and rail rates, and telephone charges. A moderate amount of deficit financing is anticipated in the central budget, which has a token overall surplus.

Additional temporary public borrowing is occurring as wheat is being procured by the Government of West Pakistan under its price support system which will be available for disposal later in the year as a substitute for imports.

Pakistan continues to have close relations with Communist China and has greatly improved its relations with the Soviet Union and the European Communist countries. Economic matters have played a leading role in Pakistan's relations with the Communist countries.

The most significant development in this area in the past six months was the announcement by Soviet Premier Kosygin during his visit to Pakistan in April that Russia would assist Pakistan to build a steel mill at Kalabagh, West Pakistan, and a nuclear power plant at Roopur, East Pakistan, if the feasibility studies to be made of these projects were favorable.

In July, Pakistan's Defense Minister, during a visit to Moscow, is reported to have reached agreement that the USSR will supply unspecified types of military assistance as well.

Both Russia and China have pledged large amounts of aid to Pakistan's Third Five Year Plan. The pace at which this aid is being implemented appears to be increasing. However, most of the aid is for large industrial projects which require a longer time for disbursement than the commodity aid given by the Pakistan Consortium. Thus the remaining years of Pakistan's Third Five Year Plan will see sharp increases in the disbursement of Communist, particularly Soviet, aid.

Trade between Pakistan and the Communist countries also has continued to grow rapidly, largely through barter agreements under which some items are substantially lower-priced than U.S. sources.

Trade agreements signed during the year with Russia, China and other Communist countries provide for still further increases in Pakistan's trade with them. Growth in this trade is expected to continue, although possibly not so rapidly.

Italian film-makers look to foreign markets as theater attendance drops

Industry also seeks expanded television outlets; U.S. films continue to account for over one-third of total Italian box office receipts

Italian movie attendance continued its downward slide during 1967, and Italian film-makers are looking increasingly to foreign markets and films for television to help take up the slack.

The long-term decline in attendance in Italian movie theaters even accelerated somewhat in 1967. Preliminary figures for 1967 indicate that 600 million tickets were sold, representing a decline of 4.8% from the 630 million figure for 1966.

Whereas in past years the figure for box office receipts has slowly increased due to rising ticket prices, in 1967 no such increase was seen. Preliminary estimates of $260 million for box office receipts in 1967 were about the same as for 1966. In 1967 the percentage share of Italian films in box office receipts declined to slightly less than 50%, compared to 53.9% in 1966.

Output still expands

On the other hand, film production in Italy continues to expand. In 1967 a total of 252 feature films were produced in Italy, compared to 239 in 1966. Of the 1967 productions, 132 were completely Italian, 58 were co-productions with majority Italian participation, and 62 were co-productions with minority Italian participation. This compares with 1966 production of 89 completely Italian films, 76 co-productions with majority Italian participation and 74 with minority Italian participation.

These two developments—decline in the home market and expansion of production—have required an increasing effort to find additional outlets in international markets and through television. The Italian industry has been working to secure gains in both these areas.

During the decade 1950-60, Italian films averaged proceeds of $12 million a year from foreign exhibitions. In 1965 this figure was $25 million, in 1966 it rose to $40 million, and in 1967 was estimated at $50 million. In 1967 Italian producers received more from films sold abroad than from films shown within Italy.

The internationalist outlook of the Italian industry is shown by the fact that in addition to co-production agreements signed earlier, Italy reached co-production agreements in 1967 with Great Britain, the USSR, Rumania and Bulgaria. In February 1968, a co-production agreement with Czechoslovakia was initialed, and agreements with Mexico, Canada, and Sweden have also been prepared.

Following the example of the U.S. industry, the Italian film industry has sought closer cooperation with RAI, the state-owned television network. In the past few years there has been increasing use of Italian films on television. Three Italian telefilm serials were shown in 1965, nine in 1966, and fourteen in 1967. RAI has undertaken to show at least 40 hours of Italian telefilms during March-December of this year.

In order to broaden their market for telefilms, Italian producers are thinking of arrangements with other national television systems, with a view to aiming at an international rather than a national audience. Until 1966, the United States had a very heavy predominance in supplying films for television in Italy.

Relations with the American film industry remain cordial. The Italian market continues to be an excellent one for American films. In 1966 a little over 35% of Italian box office receipts were earned by American films, and an estimated 36% for 1967. Agreements between the Italian film industry and the Motion Picture Export Association of America were renewed last year.

U.S. machines due for use in Venezuela iron ore study

The Venezuelan Ministry of Mines and Hydrocarbons signed a contract July 17 with a private consortium for a study of the feasibility of developing the San Isidro iron ore deposits. The deposits are near Ciudad Piar, in Bolivar State. The consortium, composed of Wells Overseas Ltd., Philipp Brothers and Schneider-Creusot, is to receive $1,050,000 for a study to be completed in 18 months.

The project is expected to cost $70-90 million, with about $7 million to be used for American and Canadian earth-moving equipment. The remainder of the capital equipment would be European. Iron ore shipments could be made early in 1972; iron ore pellet shipments, in 1973.

Underdeveloped Mali will remain minimal prospect for U.S. sales

Socialist outlook gives dominant economic role to Government; persistent trade deficit, reliance on foreign aid cloud picture

Mali is one of the poorest of the underdeveloped countries of Africa. Efforts are being made to increase agricultural and industrial production, but progress is slow, according to the latest Economic Trends Report submitted by the U.S. Embassy in Bomako. A few small-scale industries exist, and these help reduce Mali's heavy dependence on foreign imports, but the country's economy is based essentially on subsistence agriculture.

Some traces of a number of mineral deposits have been found; however, none appear sufficiently large or rich for commercial exploitation.

Mali's guiding philosophy is the "Socialist Option", a Marxian-socialist doctrine under which the Government plays the dominant role in the majority of economic undertakings, particularly in those enterprises engaged in manufacturing, commerce, transport and communications, construction and finance.

Opportunities for private enterprises are strictly limited. Recently increased emphasis has been placed on the collectivization of agriculture.

Mali is heavily dependent on foreign economic and technical assistance, especially from France, Communist China, and the Soviet Union. U.S. economic interests are minimal and for the immediate future show little prospect of changing.

A modest presence

The already low level of trade between the two countries shows but limited prospects for growth. While Mali's needs are many, its capacity to satisfy them, barring extensive foreign assistance, is small.

The opportunity for American sales to Mali is currently somewhat enhanced by the fact that since Mar. 29 the Mali franc has been declared freely convertible, guaranteed by the Government of France. However, although American products are held in high regard, Mali probably will continue to look to European Common Market countries (France especially), as well as to Communist China and the Soviet Union, to satisfy its import needs.

Malian ties to the former colonial power, France, remain strong because of the common use of the French language (which remains the official language), familiarity with French culture and taste, and long-established business relationships. This natural affinity is reinforced by such practical considerations as lower prices, transportation charges and taxes on Malian purchases from Common Market producers.

Mali's trade with Communist China and the Soviet Union (as well as Eastern European nations) is regulated by swing-credit agreements which, while setting limits for Mali's indeptedness to individual states, permits imports without immediate payment. Mali's imports from these nations often come in the form of gifts or long-term loans on easy terms.

Tourism may help

Because of the nature of Mali's principal products, agricultural items which the United States itself produces in great volume, there appears little likelihood for an increase in American purchases from Mali. With the growth of interest in tourism in Africa in general, and the development of Mali's still rudimentary travel and tour facilities in particular, it is conceivable that U.S. tourist visits and expenditures might in Mali increase somewhat.

Except for Mobil Oil of West Africa and Texaco Africa Ltd., which sell petroleum products throughout Mali, no American or American-controlled firms have installations or offices in Mali. The only purely private bank in Mali, the Banque International pour l'Afrique Occidental. BIAO, is 49% owned by the International Banking Corporation, a subsidiary of the First National City Bank of New York.

Nineteen American firms are represented in Mali by six private French commercial houses, most of which are local offices of West African French chains, headquartered in France. These local firms have American representations for such goods as automobiles, motors for boats, construction and agricultural equipment, air conditioners, stoves and refrigerators. Within the past three years at least six U.S. representations have been dropped by local firms, and no new ones have been taken on.

The annual sales of the American products handled by the above representatives are minimal: for example, two firms selling American refrigerators and air conditioners in Bamako have sold less than 100 such appliances in the last year, and these in most cases to the limited market of Embassies and other diplomatic missions.

Official Malian Customs Statistics show a steady decline in the small U.S. Malian trade. U.S. exports to Mali in 1965 totaled 353 million MF (1.4 million); in 1966, 183 million MF ($732,000); and in 1967, 116 million MF (converted at the new exchange rate of 493 MF per $1, equaled $232,000).

The bulk of these exports (especially in 1965 and 1966) represented U.S. aid contributions to Mali: flour and sorghum supplied as economic assistance by the U.S. Government Public Law 480 program for surplus crop shipments, and material supplied by the American military assistance program.

U.S. purchases from Mali have been virtually nonexistent: for the past three years they are officially registered at about one million MF or in terms of the prevailing exchange rates the following dollar equivalents 1965: $4,000; 1966: $4,000; and 1967: $2,000. Dollar earnings for Mali originate apparently only from individual sales of African songbirds and art objects, and from a small trickle of American tourists drawn to visit the "mysterious city", Timbuktu.

Extensive controls

Because of the preferential treatment given State enterprises under Mali's 'Socialist Option', private Western investors are subject to extensive and often limiting controls. Moreover, the development potential of Mali appears to be limited.

Prospecting by France and more recently by the Soviet Union has revealed traces of a number of minerals (copper, bauxite, iron ore, manganese, lithium, phosphates, gold, diamonds, petroleum), but apparently with the possible exception of petroleum none of these exist in sufficient quantity to justify commercial exploitation. Soviet exploitation for petroleum is continuing.

Private American firms have inquired into Malian prospects for meat packing and shipping, as well as petroleum development, but at the present time to the Embassy's knowledge, there is no American investment activity in those fields, or any other for that matter.

Since 1964 an Investment Guaranty Agreement has existed between the Government of Mali and the United States; however, no guarantees have been issued to date under its terms.

Colombian rail, road projects get World Bank loans

Loans totaling $35 million will pay foreign exchange costs of projects

The improvement of Colombia's rail and road transport systems will be assisted by two World Bank loans totaling $35.5 million, and U.S. suppliers will be eligible to furnish needed imports for the projects.

The railway project, now being assisted by a Bank loan of $18.3 million, is part of the Colombian National Railway's five-year $81 million investment program.

The Bank loan will cover about half of the foreign exchange required for the first three years of the program during which total expenditures will be equivalent to $62 million.

The principal items to be financed by the Bank loan are 256 miles of track, 110 ballast cars, equipment for track maintenance, telecommunications and freight handling, parts for passenger and freight cars, and consulting services for the reorganization of several aspects of CNR's operations.

All contracts for equipment and services financed by the Bank loan will be awarded on the basis of international competitive bidding.

The loan will be made to the Colombian National Railroads and will be guaranteed by the Republic of Colombia.

Road loan

The road project being assisted by a Bank loan of $17.2 million consists of the construction of sections totaling 317 miles of important trunk highways, construction of a major bridge, and consultants' services for studies, further engineering of high priority roads and other work. Construction involves:

- Completion of a highway between Buga and the port of Buenaventura which will provide a much shorter route between the fertile Cauca Valley north of Cali and the port;
- Improvement of three sections of the Medellin-Cartagena road to provide a completely paved trunk highway between Medellin, the country's second largest city and an important industrial center, and the Atlantic port of Cartagena;
- Reconstruction of a road between Medellin and Santuario to facilitate industrial expansion in the Medellin area;
- Construction and paving of a section to complete the trunk highway between Bogota and Bucaramanga, the main industrial and marketing center of the northeast region of Colombia; and
- Replacement by a modern structure of a single-lane, unsafe bridge on the Cauca River at La Virginia between Cali and Medellin.

The roads for which preinvestment studies and detailed engineering will be undertaken will be selected on the basis of a transportation survey soon to be completed by a team of specialists from Harvard University.

Bank funds will also finance the second phase of the management study, which involves the implementation of consultants' recommendations for the reorganization of the Ministry of Public Works, and miscellaneous laboratory and workshop equipment needed to carry out the reorganization.

Germans establish group to boost scientific imports

The Association of Importers of Scientific Instruments, with headquarters in Frankfurt/Main, was established recently to facilitate German imports of such items.

Heretofore, the interests of importers of scientific instruments had been represented by an ad-hoc committee, which formed the nucleus of the new organization. Most of the association's members carry U.S. product lines in their sales programs.

The association is currently devoting most of its efforts to representing member's interests and securing duty-free treatment for scientific instruments falling under the Florence Agreement. Questions concerning sales tax treatment of members' sales to non-profit educational and research institutions are also receiving attention.

U.S. firms interested in becoming association members or their German representatives interested in the association's work should write to: Richard Stern, Chairman, Arbeitsgemeinschaft der Importeure, Wissenschaftlicher Geraete e.V., 6 Frankfurt/Main, Kaiserstrasse 13, Federal Republic of Germany.

ADB technical teams to aid Philippines, Viet-Nam economies

The Asian Development Bank has agreed to provide technical assistance teams to aid the economies of the Philippines and South Viet-Nam.

The Bank has approved a request by the Philippine Government for technical assistance in connection with the proposed construction of a modern port terminal facility for the fishing industry in Manila Bay. The technical assistance will cover the investigation of alternate sites and, based on the result of these investigations and other studies, preparation of layout plans and design drawings.

The Technical Assistance Mission will consist of a team of experts from a consulting engineering firm experienced in marine works, especially fishermen's harbor investigation and design, and a supervising engineer experienced in fishermen's harbor investigation and construction.

In Viet-Nam, the Bank will undertake a two-part project to help the country's institutions which finance industrial development.

One part of the program consists of the Bank sending a Technical Assistance Mission for a period of approximately six weeks. This Mission will study and report on the steps necessary to achieve increasing efficiency in the institutional financing of industrial development. It will also examine the agricultural credit situation and come up with recommendations relating to setting up an appropriate system of rural banking, if advisable and feasible. The Mission will consist of four members with expertise in development banking, industrial economics, agricultural and rural banking and legal and administrative matters.

The other part of the technical assistance for Viet-Nam consists of the Bank making available for an initial period of one year, three senior operational advisers, each to be assigned to one of the three industrial development financing institutions, to help them in their project appraisals and analyses and to train their staffs.

Write: Asian Development Bank, Metropolitan Bldg., Ayala Ave., Makati, Rizal, Philippines.

World Bank loan to buy imported goods, services for Sierra Leone power grid

Electric generating capacity in Sierra Leone will be increased by about a third to a total of 42,300 kilowatts with the assistance of a World Bank loan of $3.9 million. The loan will cover the foreign exchange requirements, including imported equipment and the services of consultants who will assist in executing the development project.

Electric power systems will be expanded in the capital city of Freetown, where industrial and commercial demand is expected to increase at an annual rate of 14% during the next five years, and in two of the largest provincial towns, Kenema and Koidu, which have grown sufficiently in size and importance to warrant improved power systems.

At Freetown, a 6,600 kilowatt diesel electric generating unit will be installed at the King Tom power station which was built with the help of a World Bank loan of $3.8 million in 1964 with a capacity of 13,200 kilowatts; this unit will complete the station. The Freetown distribution system will also be improved and expanded. Five 1,000-kilowatt diesel electric generators will be installed in the provincial towns, three in Kenema and two in Koidu and their distribution systems will be expanded.

The loan will be made to the Sierra Leone Electricity Corporation and will be guaranteed by the Government of Sierra Leone.

New Zealand to help train developing lands' officials

For the third consecutive year the New Zealand Government is offering a five-week in-service training program for two developing country officials, to be nominated through the International Trade Center UNCTAD/GATT.

Eligible applicants are citizens of Colombo Plan countries. The training program will be provided by the Departments of Trade and Customs, Agriculture, and Commerce and Industry, as well as by agricultural produce marketing boards.

The International Trade Center UNCTAD/GATT assists the developing countries in their export promotion efforts. It provides a market information service, a trade promotion advisory service, training program and publications program, which includes the trade promotion quarterly journal the International Trade FORUM and a series of trade promotion handbooks.

More and more, the Trade Center is the channel through which developed countries offer export promotion training facilities to developing country nominees. Together with its own Center-based training programs, the Trade Center is able in 1968 to offer export promotion training facilities to about 350 developing country nominees.

Pakistan issues priority list for industrial investments

The Ministry of Industries of Pakistan has issued a "Priority List of Industrial Investment Schedule," identifying 85 medium- and large-scale and 67 small-scale industries for development on a priority basis during the remainder of the Third Five Year Plan, which end in June 1970.

The medium- and large-scale industry list is divided into three broad groupings: export-oriented industries, agro-based and service industries, and import substitution industries.

Investments in the import substitution group, unlike those in the other two, require the approval of the Economic Coordination Committee of the Cabinet. All investments not on the Priority List also require Committee approval.

According to a recent Ministry of Industries press release, by Dec. 31, 1967, Pakistan had approved investment of $892.5 million in large- and medium-scale industries, about 40% of the Plan target for these sectors.

A report from the U.S. Embassy, Rawalpindi, enclosing the Priority List and press release (DIB publication No. 6808142), may be obtained by writing to the Commercial Intelligence Division, BIC/924, U.S. Department of Commerce, Washington, D.C. 20230.

Pakistan's new policy

Pakistan's recently announced import policy for the second half of 1968 extended the liberalized features of the Jan.-June policy. For a full discussion of its provisions see the Economic Trends Report for Pakistan in the Worldwide Business Outlook section.

Italy drops import curbs on sulphur

The Italian Government recently announced the abolition of its state monopoly on sulphur and of all import restrictions on the mineral.

To counteract in some measure the state of chronic depression in Sicily's sulphur industry, Italy had been operating under EEC permission to continue customs protection of sulphur until June 1968, further extension of which has now been denied by the European Commission as the Common External Tariff goes into effect.

In an effort to rehabilitate and modernize Sicily's mining and sulphur industries, the Ente Mineraria Siciliana (EMS), formed in 1963, has announced a new three-year program of reorganization. It entails both the reduction in the number of active sulphur mines and the application of new industrial initiatives toward better utilization of sulphur output. Of particular importance in finding new uses for sulphur are the chemical plants being set up in Sicily under the 1965 EMS/ENI/Montedison agreement.

The decline in domestic sulphur production combined with the implementation of the 1965 triangular agreement and the opening of the import market may be able to stimulate U.S. exports in the sulphur area. On the other hand, Sicily's needs for American phosphorites and calcium phosphates should continue with development of the chemical plants begun in 1965.

Further initiatives include plans to discuss new techniques and processes for rock salt and to carry out various public works such as a dam, water works, port improvement and electric power facilities, as required by the agreement.

Surinam to establish tariff aiding EEC nations

After several years of consideration, Surinam has announced that it will soon introduce a two-column tariff system. The first column, or fiscal tariff, will be levied against all imports, while the second column, or customs tariff, will apply to goods originating from non-EEC countries.

Details of the new tariff have not been made public as yet, but there is little doubt that a tariff preferential for the EEC countries will have an effect on the substantial Surinam U.S. export market.

Philippines planning rural electrification

AID authorizes loan of $3 million for equipment, services from U.S.

Two pilot rural electrification projects in the Philippines will be financed by loans recently authorized by the Agency for International Development.

The two projects, based on feasibility studies made by consultants from the National Rural Electric Cooperative Association, are expected to lead to a nationwide program of rural electrification. The program will be an integral part of President Marcos' program to promote rural development.

One loan, for $2 million, will finance generating and other equipment, as well as engineering services, from the United States for a cooperative at Victorias in Negros Occidental province, to serve an area with a population of about a quarter million.

The other loan, for $1.1 million, will pay for U.S. transmission and distribution equipment and engineering services for a cooperative in the province of Misamis Oriental, Mindanao, to serve a coastal area of about 120,000 persons.

NRECA consultants will provide advisory technical and management assistance for the AID projects.

To help ensure the success of the pilot projects and lay the ground-work for a nationwide program, the project sites were carefully selected and the participation of a number of organizations, both private and public, has been enlisted.

The borrower will be the Government-owned Development Bank of the Philippines, with a loan guaranty from the Government of the Phillippines. The loan funds will be re-lent to the respective rural cooperatives, whose leadership comes from the communities to be served.

Local costs will be advanced by the Electrification Administration, a national Government agency responsible for assisting local governments, cooperative associations and private utilities to obtain low-cost, dependable electric power.

Technical supervision for the design, construction and initial operating phases, as well as general technical assistance to the cooperatives, will be provided by the National Power Corporation of the Philippines Government, the Electrification Administration and the NRECA advisors.

The AID loan funds may be spent only for U.S. goods and services.

International bidders will supply World Bank-financed Colombian school project

A World Bank loan of $7.6 million will finance half the cost of building and equipping ten new comprehensive secondary schools in Colombia. International competitive bidding will be employed for construction of the schools and for the supply of furniture and equipment. School construction should be finished by the end of 1971.

The total cost of the project is estimated at the equivalent of $15.2 million, with a foreign exchange component of $5.4 million. The Bank loan will cover the foreign exchange requirements and part of the local currency costs. In addition to providing space for 48,000 students, operating on two shifts, the schools will make possible the introduction of a new concept, technical education, into the Colombian school system.

The Government is establishing a special unit within an agency of the Ministry of Education to execute the project. The unit will be in charge of constructing the schools and will be responsible for the curriculum revision and for the coordination of teacher training. The Ministry will employ consultants to design the schools and supervise construction.

The United Nations Educational, Scientific and Cultural Organization (UNESCO) assisted the Government in the identification and preparation of the project under the Bank/UNESCO Cooperative Program.

Specialist teams from the United States Agency for International Development also assisted in the preparation of the project and are providing considerable technical assistance in the training of personnel for the schools.

New Pakistan corporation to build two steel mills

The Government of Pakistan has established and registered a new public sector entity, Pakistan Steel Mills Corporation Ltd., (PSMC) under whose jurisdiction two major steel plants are to be erected. One of the plants is to be situated near Karachi, the other in the Kalabagh area of West Pakistan.

A government spokesman announced that two private Karachi groups, which had submitted proposals for the 500,000-ton Karachi mill, have been offered equity participation up to 20%, and that 20% will be offered to foreign participants. The spokesman said that work previously done by the West Pakistan Industrial Development Corporation on the one-million-ton Kalabagh project, for which the USSR is conducting a feasibility study, would be taken over by PSMC.

Confirmed letter of credit now acceptable in Iran

U.S. exporters can now ship to Iran on a confirmed letter of credit basis.

The Central Bank of Iran has eliminated its prohibition against the confirming of letters of credit by foreign banks. Iranian commercial banks have been authorized to allow foreign banks to confirm their letters of credit provided Iranian importers post a 100% deposit with their Iranian bank at the time the letter of credit is opened or at the time it is confirmed.

Copies of the pertinent Central Bank Circular No. NA-18/6882, dated June 22, are available from the Near East-South Asia Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Venezuela modifies pesticide regulations

Regulations governing the manufacture, preparation, importation, transportation, storage, and commercial or industrial use of pesticides in Venezuela were published on July 10. The *Reglamento General de Pesticidas*, Decree 1,151, does not repeal all previous regulations regarding pesticides but merely supplants those provisions which are in conflict with the new regulations.

The regulations take effect 90 days from their date of publication. Copies in Spanish may be obtained from the Venezuela Desk, OIRE/BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Germans extend base period for cherry import quotas

The Federal Republic of Germany has amended the import quota for canned cherries in containers of less than 4.5 kg. (See INTERNATIONAL COMMERCE, July 1). Licenses for the United States and Canada will now be granted also to applicants who received licenses under the import announcement of June 1966, but individual applications are not to exceed the total amount of licenses granted under either the 1966 or 1967 quota (Published in *Bundesanzeiger* No. 119 of July 2).

This extension offers some advantages for U.S. exporters of cherries to Germany, but only limited U.S. sales are expected at current price levels.

Germany passes new safety requirements for technical goods

Regulations to go into effect Dec. 1; no adverse effect on U.S. sales seen

The German Parliament has passed a bill on safety requirements for technical appliances which will go into effect on Dec. 1.

Designed to meet Germany's obligations under the International Labor Office Convention No. 119 and International Labor Office Recommendation No. 118 of 1963 concerning work safety devices of machinery, and to close some gaps in German legislation covering safety requirements for consumer goods, the law provides that machines, tools, personal safety devices, heating and ventilating equipment, domestic appliances and toys may be exhibited for promotional purposes or distributed in Germany only if they meet minimum safety requirements in accordance with established rules of technology and work safety regulations issued by German work accident insurance carriers. Deviations from established German standards are permissible if the same degree of safety is achieved by other means.

If special measures of precaution must be taken in fixing or using a product, the manufacturers, importers or dealers are required to furnish adequate instructions when selling or displaying it.

The law does not apply to the following items: automotive equipment covered by German motor vehicle safety regulations; pressure vessels and other equipment subject to licensing and periodic inspection under the German Trade Code; products to be used exclusively by German military and police forces; products to be used exclusively in coal mines; and other products subject to marketing restrictions for safety reasons.

Neither does the law apply to products manufactured to order under the written specifications of their designated user.

The law does not provide for changes in German product requirements for which specifications have already been issued, such as the VDE (Verband Deutscher Elektrotechniker) electrical safety standards. However, the Federal Labor Minister has been authorized to impose safety requirements on products, such as toys and other consumer goods, which have not been subject to regulations to date.

The new law, as such, should not have any adverse effect on deliveries of U.S. exporters who have complied with current German safety regulations.

A loan copy of the law (in German) is available from the European Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. Technical requirements for imports of industrial goods were summarized in the July 24, 1967, issue of INTERNATIONAL COMMERCE, p. 14.

Tanzania gets loan from AID to rebuild Great North Road

Plan is part of regional effort to upgrade number of sections of this important trade artery

A $13 million loan to the government of Tanzania to finance a U.S. construction contract and engineering services in rebuilding the Great North Road has been announced by the U.S. Agency for International Development.

Now mostly a dirt road used for commercial traffic, the 1200-mile Great North Road is an important artery of trade, not only for Tanzania but also as a regional East African highway to the Indian Ocean.

Running from central Zambia northeast to the central highlands of Tanzania, and then branching to Nairobi in Kenya and to the Tanzanian port of Dar es Salaam, it is the major direct link from the copper mines of landlocked Zambia to the Indian Ocean and access to world markets. In the past, Zambia has been largely dependent for access to the sea on the railways of Southern Rhodesia and Mozambique.

The Great North Road also serves as a major link for Tanzania between the country's Southern Highlands, an area of considerable economic potential, and Dar es Salaam and East Africa generally.

The AID loan will assist in financing the U.S. costs of construction and engineering supervision required to reconstruct and realign a mountainous 145-mile segment of the road between Tunduma and Iyayi. Construction will be done by Nello L. Teer Co. of Durham, N.C.

AID will also assist in financing the U.S. costs of engineering services required to complete final design and bid documents for the realignment and surfacing of sections of the Great North Road between Iringa and Mahenge and between Morogoro and Dar es Salaam.

The engineering study is being performed by Deleuw, Cather, International, a U.S. firm based in Chicago, Ill.

Projections of anticipated traffic and tonnages show the present road is inadequate to serve Zambian and Tanzanian needs for transportation. An AID-financed study by Stanford Research Institute of Menlo Park, Calif., completed in mid-1966, identified the need for a substantial upgrading of the Great North Road.

This project is part of a major Central and East Africa Regional effort to upgrade a number of sections of the Great North Road.

The World Bank, AID, the International Development Association and the nations involved are working together to complete the overall project from Zambia to Tanzania.

Spain postpones rules

In a decree published July 16, the Spanish Ministry of Commerce announced that the new labeling regulations which have been applicable to imported food products since June 15 (See *International Commerce*, Apr. 22), will not become effective until Dec. 12 for the following areas: Canary Islands, Ceuta, Melilla, and Equatorial African Provinces.

The regulations continue to apply to Peninsular Spain and the Balearic Islands.

New Zealand bans hay, straw, chaff packing in imports

A total ban has been imposed on the importation of hay, straw and chaff used as packing for goods imported into New Zealand.

The New Zealand Customs Department recommends that the certified invoice should include a statement that no hay, straw, or chaff has been used as packing. Where this is not done the consignment will be subject to inspection by the New Zealand Agriculture Department before authorizing the release of the imports. Costs incurred for destruction and repacking will be charged to the importer.

This new regulation should be noted in the Shipping Documents section of OBR 68-42, Foreign Trade Regulations of New Zealand.

Licenses offered U.S. firms by German, Greek, French and Dutch manufacturers

Foreign producers want production, distribution of their items which include conveyor systems, space heater, and other equipment

A Greek engineer-inventor, and manufacturers in France, W. Germany and The Netherlands are seeking U.S. licensees to produce and distribute their products for the U.S. market.

Products offered are a newly patented concept in the construction or structural field, hydraulically controlled equipment, conveyor systems and space heater equipment and controls; and a W. German manufacturer of industrial gauges is interested in acquiring a small machine shop or glass blowing-casting plant in the U.S.

For additional information and the name and address of the firm, write the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

• A West German manufacturer of conveyor systems, clamps and chains desires to license the manufacture of its conveyor systems to U.S. companies.

These systems include rotorail screw conveyors, versatile line storage conveyors, and roller, belt and chain conveyors. **File 1620.**

• A French company is seeking a U.S. licensee to manufacture its hydraulically controlled equipment.

The equipment consists of hydro-mechanical transmissions for hydraulic motors, pumps, electro-pumps and electro-valves, as well as hydro-valves and a newly developed high performance pump with gears. **File 1621.**

• A Greek engineer-inventor is seeking a U.S. licensee to produce his newly patented concept in the construction or structural fields.

This concept, known as 3D-unit section, has its basic product metal sheets with waffle-type surface projections, half of which are inverted, the other half raised. Two of such sheets, placed back to back, are held by screws or bolts and nuts. The projections in the sheets are arranged to allow for diagonal, sideways and up and down tunnels through the layers for insertion of cables or pipes, or for the passage of air.

The self-supporting sections, which also have load bearing features, can be used in the construction of walls, roofing, or flooring.

The inventor has determined that these sections can also be used in forming of temporary bridges, and can be placed beneath roadbeds to serve as ice preventive devices, that is, large jet engines placed at points along the lay-in could push hot exhaust air through the tunnels to prevent or to melt ice or snow forming on highways.

These 3D sections offer compact storage advantages, are designed for quick assembly and re-use, and can also be used in building barns, silos and water tanks. **File 1622.**

• A West German manufacturer of industrial gauges is interested in acquiring a small machine shop or glass blowing-casting plant as an initial step towards establishing full production facilities in the U.S.

The German firm established in 1921, employs 300, and does an annual business of over $2.5 million. It is looking for a well-equipped, going business employing not less than ten permanent workmen and staff. A management contract with the present owners can be negotiated if desired. Preferred U.S. locations are east coast, Chicago area or lower Mississippi valley.

Cash up to $150,000 is available.

Interested firms are requested to submit detailed proposals to the Office of International Investment, code 872, U.S. Department of Commerce, Washington, D.C. 20230 for forwarding to the potential investor who will respond as appropriate. **File 1623.**

• A Dutch manufacturer of gas and oil fired space heaters, air and oil control equipment, valves and temperature controls is seeking a U.S. firm to produce several of its products.

These include: three types of oil control units with one or two metering stems working independently for single or double burners. One type of these control units has two valve floats, one having been placed in a special chamber for safety purposes; and air control devices, with or without fire protection plates, which regulate the flow of combustion air to the burner and prevent loss of heated air through the chimney. These air control devices have valves without pivots, bearings and spindles for faultless functioning.

Other products offered by the firm are room thermostats, automatic temperature control devices, and eight sizes of burner-pots with capacities of from 17,000 to 76,800 BTU's.

The firm, which also performs metal-working services such as molding, pressing, bending, drawing, welding, plating, and polishing, is interested in a cross-licensing agreement for the manufacture of the types of heating equipment described above, as well as motor vehicle exhaust systems, stamped moldings and trim, and steel furniture frames, for distribution throughout Europe, Africa and Asia. **File 1624.**

Malawi firm seeks venture to produce variety of goods

A Malawi firm, with substantial real estate holdings including a tea estate and property around Blantyre, is looking for a joint venture partner with technical know-how and managerial skills interested in taking an equity position focusing upon the light industrial field.

The company, one of Malawi's oldest and largest corporations owns several important firms among which are a trading house and automobile agency. It is also a representative for major companies in the fields of industrial chemicals, roofing materials, soda syphons, bulbs, liquor, beer and soaps.

Write: Mr. John V. Raynes, Chief Executive, African Lakes Corporation, Ltd., P.O. Box 49, Blantyre, Malawi. WTD.

Chilean firm wants to make thermostats under license

A license to manufacture thermostat temperature controls for household refrigerators is sought by a Santiago producer of magnetic door gaskets.

Write: Perfilplast Ltda., Calle Berlioz #5559, Casilla (P.O.B.) 14898, Santiago, Chile.

Four German firms want U.S. licenses for industrial lines

Machinery, chemical and water treatment equipment of interest

Four German firms are seeking licenses in the U.S. for producing heavy duty industrial machinery, stainless steel tanks, water conditioning equipment, and die-casting machines.

● Licenses to produce heavy duty industrial machinery for the welding or steel industries are sought by a German manufacturer of rolling mills, forges, foundry equipment, presses and various mining equipment.

The company operates several plants, has over 2,600 employees and has annual sales of $25 million. It is a subsidiary of one of Germany's larger steel producing concerns.

Write: Rheinstahl Wanheim GmbH, 344 Ehingerstr., Postfach 1144, 41 Duisburg-Wanheim, Germany. WTD.

● A German manufacturer and exporter of iron, steel and semi-steel castings, is seeking licenses from United States manufacturers of hot and cold chamber pressure casting machines.

The firm employs 1,400 workers and averages annual sales of $9,000,000. It owns iron and steel foundries, a galvanizing plant, workshops, warehouses and a fitting factory. It is well established on the markets of EEC and EFTA countries.

Write: Gussstahlwerk Wittmann AG, 10 Eichenkamp, 58 Hagen-Haspe, Germany. WTD.

● A German manufacturer specializing in the production of machinery and equipment for the chemical industry seeks a license to manufacture stainless steel tanks (5,000 to 10,000 liter capacity) and heavy duty chemical mixers.

A medium-sized enterprise, the firm supplies some of the largest chemical producers in West Germany. It reports annual sales of approximately one million dollars, and currently employs about 70 workers.

The German company would like to negotiate the type of return with its American licensing partners.

Write: Richard Stihler KG, 18 Dreyspringstrasse, 763 Lahr, Baden, West Germany. WTD.

● Licenses for the production of water conditioning equipment and/or a water conditioning process are sought by a German company. It would also consider a cross licensing arrangement with an interested U.S. concern.

The German firm's product line includes water sterilization, filtering, dechlorinating and demineralizing equipment; ozone water sterilizers; water softeners and deacidifiers; and phosphate water treatment equipment. It has about 170 employees and reportedly maintains a large sales organization.

Write: August Klueber Apparatebau und Wasseraufbereitung GmbH, 6905 Schriesheim, Postfach 8, Stuttgart, Germany.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

French chemical producer seeks to expand product line

A large French chemical-fertilizer manufacturer is seeking licensing and cross licensing arrangements with United States manufacturers for newly developed products.

The company is one of France's leading producers of ammonia based products and also develops, manufactures and markets phosphorus, fertilizers, polymers and resin products. Approximately 15% of 1966 sales of $33 million were for export to EEC countries.

The company operates a specialized plant construction division for developing and construction of new facilities.

Write: Societe Pierrefitte, 4 Avenue Velasquez, Boite Postale #198-08, 75 Paris 8eme, France.★ WTD.

Dutch firm wants to make traffic control equipment

Licenses to manufacture traffic control equipment such as traffic signals, warning lights, beacons, road signs, illuminated signs and road barriers are sought by a Dutch firm.

The company currently produces traffic control equipment, electric switchgear and noncurrent carrying devices for the chemical and oil industries. The firm operates four plants and has approximately 450 employees.

Write: N.V. Fabriek en Handelsbureau "Nederland", 22 Donkere Spaarne, Haarlem, the Netherlands. WTD.

Argentina modifies import rules for capital goods

The Central Bank of Argentina on June 21, released circular No. R.C. 354 exempting imports of capital goods valued at over $10,000 from the requirement of minimum credit terms as formerly set down by the Bank's circular No. R.C. 328 of June 15, 1967.

The new circular applies only when the importer has the necessary cash available for the payment of the goods and does not pay with cash resulting from loans granted by third parties in Argentina or abroad.

Importers wishing to use the provisions of the new circular must file a sworn declaration stating compliance with the above requirement. This declaration must be filed with the importer's bank at the time the bank opens the letter of credit for the respective import.

However, when the cash requirements cannot be fulfilled, the Central Bank Circular No. R.C. 328 remains the governing regulation for imports of capital goods.

India sets up Investment Board

New measures established to aid potential foreign investors

Clearance of foreign investment applications within three months is the goal of a new Foreign Investment Board (FIB) established by the Government of India. FIB will handle all cases relating to the inflow of foreign private capital and technical know-how into India.

In addition to setting up the Foreign Investment Board, the Government proposes to group industries into two lists: those in which no foreign collaboration is to be allowed, and those in which foreign collaboration will be permitted. These lists will be published and reviewed from time to time, and revised at least once a year.

Covers all cases

The Foreign Investment Board will be responsible for all matters relating to foreign private investments and collaborations. The Chairman of the Board will be a Secretary in the Finance Ministry and its other members will be the Secretaries of the Economic Ministries principally concerned with foreign investments and collaborations. All cases of foreign investment and collaboration will fall within the jurisdiction of the Board.

For the industries in which foreign collaboration is to be permitted, and where royalty rates are proposed, standardized rates of royalties will be indicated for the various industries to facilitate quick disposal of applications.

Firms interested in obtaining additional information should contact Mr. P. R. Nayak, Resident Director, Indian Investment Centre, 708 3rd Ave., New York, N.Y. 10017.

Brazilian steel forging firm looking for U.S. partner

A Brazilian steel forging company specializing in medium-sized forging for the automotive industry is seeking a joint venture arrangement in order to obtain management capabilities and additional capital for expansion. The company would consider offering a majority interest to a U.S. company.

The Sao Paulo company manufactures rough forgings such as gears, universal joints, rear axle shifts and steering knuckles and arms for the growing Brazilian automotive industry. It also wholesales auto and tractor parts.

Write: Mr. Michael Sieniawski, Forjaco, S.A., Avenida Vieira de Carvalho 172, 2° andar, Sao Paulo, Brazil.★ WTD.

Iranian firm plans new shoe factory

A well known Iranian firm which represents U.S. interests in a variety of industries is looking for a partner to establish a new shoe factory in Tehran.

The major requisite of an American firm is the furnishing of technical and marketing know-how as well as managerial expertise. The Iranian firm would expect a reasonable equity investment to insure continued American interest.

There is a ready market for the production of low and medium priced shoes and a new company with modern techniques and machinery accented toward volume production can capture a portion of this fast growing market.

Write: P-69054, Office of International Investment (BIC-878), U.S. Department of Commerce, Washington, D. C. 20230.

Australian firm requests licensing arrangement

A large Australian company is seeking licensing arrangements with United States manufacturers for the manufacture or assembly of specialized packaging and processing machinery.

In addition to its large manufacturing and servicing facilities, the company has a sales organization that covers Oceania, the European Free Trade Area and the United States. The company has had extensive experience in licensing arrangements with United States companies.

A World Trade Directory Report that includes the company's consolidated Balance Sheet is available.

Write: Australian National Industries Ltd., P.O. Box 105, Lidcombe, N.S.W. 2141, Australia. WTD.

Shrimp, lobster venture proposed by Ethiopian firm

An Ethiopian company with varied interests seeks a U.S. partner to exploit a large shrimp and lobster bed believed to exist in the waters of the Red Sea.

Write: P-69060, Office of International Investment (BIC-878), U.S. Department of Commerce, Washington, D. C. 20230.★ WTD.

Belgium producer seeks U.S. partner

A Belgian firm is interested in contacting U.S. producers of medium-sized mechanical equipment which may wish to enter into a joint venture agreement. Production facilities would be located in Belgium, but distribution would cover the whole Common Market.

The Belgian concern will suggest local partners for a U.S. company and would handle the commercial side of any arrangements made. In turn its U.S. and Belgian partners could participate in its new commercial subsidiary.

The company reportedly has extensive experience in the technical commercial area.

The Belgian Government will finance up to 100% of new investment by an American company.

Further details may be obtained by contacting: Mr. Victor Bernard, Deputy Consul General, Industrial Section, Belgian Consulate General, 50 Rockefeller Plaza, New York, N.Y. 10020.

IEA to offer eight-week course in world trade

The International Executives Association will offer an eight-week course in international trade for New York area businessmen this fall. The course will be held each Monday from Sept. 30-Nov. 25, from 5:30-7:30 p.m. at the Chemists Club, 52 East 41st Street.

The sessions will deal with: the mechanics of foreign trade, market analysis, international marketing (two sessions), agents and distributors, licensing and joint ventures, international credit evaluation, and finance banking and exchange. The fee is $50 for IEA members; $65 for others.

Speakers at the various sessions will include Peter F. Greene, editor of Exporters' Encyclopaedia; Eugene M. Lang, president of Resources and Facilities Corp.; Howard D. MacPherson, deputy commissioner of the New York State Dept. of Commerce; Arthur C. Rutzen, director of the Commerce Department's New York Field Office; Philip H. Snider, president of Cohasco, Inc.; and Kei Yamato, vice president of Copley International Corp.

Write: International Executives Association, Inc., 432 Park Ave. South, New York, N.Y. 10016. Telephone: Area Code 212, 684-1516.

World Trade Opportunities

Korea plans expressway; prequalification invited

The Ministry of Construction of the Republic of Korea invites firms to prequalify to bid on the construction of the asphaltic concrete pavement of the Seoul-Inchon Expressway. The Expressway, a four-lane divided highway, is about 30 kilometers in length.

The construction work up to the base course including preparation of shoulder, median and drainage works is now being executed. The work for which prequalification applications are invited will consist of asphaltic concrete binder and surface course only. The Ministry desires subject work to be completed by the end of this year if possible, but in any event by the end of June 1969.

Some of the equipment required for the work will be made available to the contractor by the Ministry on a rental basis.

The prequalification application must be accompanied by sufficient information to prove the capacity of applicant to execute the subject work, and should also include the following information:

Experience in the same category of the work in the past five years listing major projects with the contract amounts and clients.

Bank references.

Resumes of senior staff (not less than three persons) who will be assigned to the subject work.

An inventory list, if possible, of the equipment resources of the applicant which could be made available for the subject work.

The application must reach the Ministry of Construction, the Government of the Republic of Korea, Seoul, by Sept. 12.

Sierra Leone issues tenders for electrical equipment

Tenders are invited for supply, delivery, erection and commissioning of the following electrical equipment for the Sierra Leone Electricity Corporation.

Contract No. 1708/1, one 6.5 mw. diesel-alternator set; Contract No. 1708/3, five 1 mw. diesel-alternator sets; Contract No. 1708/6, underground cables for 11 kv, 3 phase service, overhead line for 11 kv and 33 kv, 3 phase distribution, circuit breakers, distribution transformers, service meters.

Tender documents available for $24 from Preece, Cardew and Rider, 8, 10 and 12 Queen Anne's Gate, Westminster, London, S.W.1, England.

Malaysia extends deadline on microwave system

The Director General, Telecommunications Department of Malaysia, has extended the bid deadline on the Microwave System bids till 10 a.m. (local time) on Sept. 9.

Information is available from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4038).

Kuwait seeks construction bids to erect, supply pumping station

The Central Tenders Committee, Government of Kuwait, requests registration of specialized contractors interested in bidding for the supply and erection of mechanical and electrical equipment for a sewage effluent irrigation pumping station.

The station is intended to pump treated sewage effluent to a higher level for a distance of a few kilometers. The maximum future volume of effluent pumped is expected to be 22½ million gallons per day.

Registration closes Sept. 30.

A letter of application must be submitted through the applicant's Kuwaiti agent or associate. Detailed instruction for preparing the application may be obtained from the Water Resources and Engineering Services Division, U.S. Department of Commerce, Washington, D.C. 20230; Telephone: 202-967-4347.

Malawi asks prequalifications on housing construction project

The Government of Malawi invites contractors to prequalify to submit tenders for the construction of housing valued at approximately $480,000 for the Land Development Scheme in Lilongwe.

The intention is to call for tenders in the latter part of 1968, and it is anticipated that the contracts will start in late 1968 and finish by the end of 1970. A loan has been granted for the project by the International Development Association.

Registration deadline is Aug. 31.

Copies of necessary forms are available from the Construction and Building Materials Division, Room 4014, BDSA-564, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Argentina to build large viaduct

The Municipal Government of the City of Rosario is inviting bids for the construction of the Avellaneda Viaduct in the City of Rosario, Province of Santa Fe, Argentina. The official budget for this project is 549,595,960 Argentine pesos (approx. $1,570,274).

Deadline for submittal of bids is Sept. 2.

Copies of conditions and technical specifications are available for 15,000 Argentine pesos (approx. $4.28) from Direccion de Proyectos de la Municipalidad de Rosario, Buenos Aires 711, 2nd Floor, Rosario, Province of Santa Fe, Argentina.

U.S. firm awarded contract for S. African pipeline project

Despite opposition by the Nationalist Party members of Parliament, the Cape Town City Council awarded the contract for the construction of the proposed 60-mile Voelvlei-Cape Town water pipeline to Interpace of New Jersey, valued at over $11 million.

Construction is expected to begin during the month of August with the target for completion set for the end of 1970.

Argentina calls for bids on hydroelectric needs

Hidronor S.A., a Government-owned corporation in charge of the El Chocon-Cerros Colorados Hydroelectric Project, is inviting interested firms to submit offers for the manufacture, installation and start-up of the following equipment: Three 280,000 C.V. Francis hydraulic turbines, complete with auxiliary equipment; three 200 mw. verticle hydraulic turbine generators, complete auxiliary equipment; two overhead bridge cranes for turbine-room; two 500 kv alternate current transmission lines to be laid between the El Chocon area in the Province of Rio Negro and the outskirts of the City of Buenos Aires.

American firms interested in the forthcoming calls for bids should submit their proposals and technical qualifications to Hidronor S.A., Avda. L.N. Alem 1074, 4th Floor, Buenos Aires.

Laos asks suppliers to submit cement bids

The National Mekong Committee of the Royal Government of Laos invites international bids for the supply of 88,000 metric tons of ASTM type II (Standard Specification C-150-67) cement to be delivered between Oct. 1968, and Aug. 1971, for construction of the Nam Ngum Hydroelectric Project. Alternative types will be considered but the cement must be free of lumps or partially hydrated material, and must not exceed 66 degrees C in temperature. Bid deadline is Aug. 31.

This project, scheduled for completion in Dec. 1971, is supported by the International Bank for Reconstruction and Development.

Tender documents are available for $10 per copy from the Japanese consultant to the project, Nippon Koei Company, Ltd., 1-11 Uchisaiwai-Cho, 2-Chome, Chiyoda-Ku, Tokyo, Japan.

Pakistan seeks bids for rail track materials

The Karachi Port Trust construction department has issued a public tender for bids, by Sept. 30, for broad gauge rail track materials consisting of B.S. 75 R.F.B. rails and check rails, bolts and nuts, square head bolts and nuts, dog spikes, coach screws bearing and base plates, distance blocks and pieces, turnout and diamond crossing assemblies.

Tender documents may be obtained from the Engineer-in-Chief, Karachi Port Trust, Karachi on payment of Rs. 300, or from Coode & Partners, 2 Victoria Road, London, S.W.1, England at £25 per set.

The materials will be financed out of a $17 million IBRD loan #376-PAK to the Karachi Port Trust for the Second Karachi Port Projects Work.

World Trade Opportunities Continued to page 31

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

201 Meat products

SPAIN—Sausage casings: natural. Melka, S. L. (distributor), Colmenares 5, Madrid (4). WTD 7/68.

220 Textile mill products

NEW ZEALAND—Textiles for production use: cotton poplin or cotton and polyester (under 5 oz. per sq. yd. if of discontinuous filament); terry toweling for men's beach robes, dressing gowns (printed or woven jacquard designs). Mr. G. A. Fowler, Gen. Mgr., Klipper (N.Z.) Ltd. (manufacturer), P.O. Box 426, Auckland. WTD 7/68.

221 Broad woven fabric mills, cotton

LIBERIA—Fabric bedspreads, bed sets, including bedsheetings of cotton, jacquard cotton grey goods. A. L. Khanafer Bros. (importer, wholesaler, retailer), P.O. Box 1256, Monrovia. WTD in preparation.

222 Broad woven fabric mills, man-made fiber, silk

AFGHANISTAN—Synthetic fabrics. Requests prices c.i.f. Karachi, insurance up to Kabul. Shah Mansour ILhami (dealer, exporter), P.O. Box No. 641, Labderya Khiaban, Kabul. WTD 6/68.

238 Apparel, accessories

NETHERLANDS—Water sport safety jackets, waterproof sailing suits. Seeks sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn.: Mr. H. J. Vietor. WTD in preparation.

239 Fabricated textile products

NETHERLANDS—Adjustable, other canopies for picnicking, camping, garden use; knapsacks; hammocks, camping bags. Seeks sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

251 Household furniture

NETHERLANDS—Hammocks; camping, garden, lawn furniture; novelty outdoor furniture. Seeks sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

252 Office furniture

NETHERLANDS—Medical instrument cabinets; tables; drawer units, other hospital furniture. Desires sole representation for EEC, EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

253 Public building furniture

NETHERLANDS—Folding, portable camping, picnic, garden tables, chairs; outdoor boat, camping toilets; related camping supplies. Seeks sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

259 Furniture fixtures

NETHERLANDS—Advanced type examining tables, treatment chairs, operating tables, adjustable type hospital beds, special type hospital bedroom furniture, bed tables, other examining room furniture. Desires sole representation for EEC, EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

283 Drugs

PAKISTAN—Drugs pharmaceutical specialties. Sonali Pharmacy (wholesaler, retailer, agent), 88 Lower Jessore Road, Khulna. WTD 6/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

GREECE—Creams, lotions and oils, lip preparations, rouges, eye preparations, deodorants, powder, manicuring preparations. Requests c.i.f. Piraeus price quotations. Direct purchase and agency. G. Papantoniou-C. Barbayannis

Ltd. (importer, wholesaler, sales agent), 43 Kapodistriou St., Athens 102. WTD 4/68.

NETHERLANDS—Cleaning, polishing preparations; other chemical products for garages; degreasing solvents; rust removers; metal polish; automobile upholstery cleaning preparations. Seeks sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

NETHERLANDS—Automobile touch-up paints including aerosol cans, undercoatings. Seeks sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

289 Chemical products

NETHERLANDS—Antifreeze compounds; battery acid; corrosion preventive lubricant; de-icing fluid, rust resisting compounds. Seeks sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

306 Fabricated rubber products

NETHERLANDS—Natural rubber latex, neoprene, nitrile, butyl, other rubber, rubber based industrial gloves, gauntlets, men's sizes, first, second grade material, overstocked, clearance lines, surplus stock. Desires exclusive representation for Benelux area. Direct purchase and agency. Firma Ad. A. Schuiling & Zoon (importer, wholesaler, exporter, agent), 27-29 Buitenwatersloot, or P.O. Box 80, Delft. WTD 7/68.

PHILIPPINES—Transmission, conveyor beltings. Direct purchase and agency. Companies not represented preferred. Mr. Tomas Casas Ngo, Pres. & Gen. Mgr., Allied Industrial Corp. (importer, wholesaler, retailer, manufacturer), 488 Alinsu Bldg., Tipolo, Mandaue, Cebu. WTD 5/68.

307 Plastic products

NETHERLANDS—PVC industrial gloves, gauntlets, men's sizes, first, second grade material, overstocked, clearance lines, surplus stock. Desires exclusive representation for Benelux area. Direct purchase and agency. Firma Ad. A. Schuiling & Zoon (importer, wholesaler, exporter, agent), 27-29 Buitenwatersloot, or P.O. Box 80, Delft. WTD 7/68.

329 Abrasive, asbestos, nonmetallic mineral products

NETHERLANDS—Clutch facings; grease seals; oil seals; engine noise insulation materials, similar automobile supplies. Seeks sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

331 Steel mill products

BRAZIL—Stainless steel sheets products. Imbraco Importacao e Exportacao Ltda. (importer, distributor), Rua do Acre 77, 10° andar, salas, 1006/7 Rio de Janeiro, GB-ZC-05. WTD 6/68.

● **IRAN**—Strap iron, 50,000 kgs, 3 x 20 mm. Tender No. 554/47; bid deadline Sept. 7. Iranian State Railways, Tehran.★ (Telephone: 202-967-2364)

● **NEW ZEALAND**—Railway material: 7,000 Fishplates 70-lb. R.B.S. E&C; 16,000 Fishplates 70-lb. B.S. E&C; 100,000 Fishbolts and Nuts, 91-lb.; 50,000 Ditto, except 72-lb. N.Z.R.; 400,000 Spring Rail Clips, N.Z.R. Type A; 200,000 Dogspikes, 4⅞"; 350,000 Screwspikes, 7" x ⅞" (Special French Thread); 200,000 Ditto, except 6" x ⅞"; 500,000 Ditto, except 5¾" x 7⅛" (Special French Thread); 80,000 Bedplates, 72 NZR/70BS/70BS, Canted, Dbl Shoulders; 50,000 Fishbolt Spring Washers, 15/16"; 300,000 Screwpike Spring Washers.

Tender No. S.68/38; bid deadline Sept. 11. Comptroller of Stores, New Zealand Railways, Private Bag, Wellington.

Copies of tender documents are available from the New Zealand Trade Commissioner, Suite 306, 1145 19th Street, NW, Washington, D.C. 20036.

333 Primary smelting, refining of nonferrous metals

● **INDIA**—55 metric tons of pig lead (99.94% Pb.) Tender No. P/510/46/030/6-7-68, bid deadline Aug. 20, Director General of Supplies and Disposals, National Insurance Bldg., Parliament St. Bldg., New Delhi, India.

Tender documents available upon payment of $2 from India Supply Mission, 2536 Mass. Ave., Washington, D.C. 20008.

342 Cutlery, hand tools, general hardware

GREECE—Manicure and pedicure scissors, implements. C.i.f.-Piraeus price quotations. Direct purchase and agency. G. Papantoniou–C. Barbayannis Ltd. (importer, wholesaler, sales agent), 43 Kapodistriou St., Athens 102. WTD 4/68.

● **IRAN**—Supply of various types and quantities of stone crushing pick-axes and ballasting forks.

Tender No. 615, 618/47, bid deadline Sept. 22. Iranian State Railways, Tehran.★ (Telephone: 202-967-5585).

NETHERLANDS—Marine fittings, hardware, fasteners and gadgets; hand water-bailers; novel type motor vehicle hardware, one-end lift jacks and steel ramps for automobiles, advanced automobile repair tools for hardware shops; novel garden tools including lawn edgers, trimmers, shears, fertilizer spreaders, tillers, pruners. Desires sole representation for EEC, EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. J. J. Vietor. WTD in preparation.

344 Fabricated structural metal products

NETHERLANDS—Floating boat docks, piers; swimming platforms; floating service stations. Seeks sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

346 Metal stampings

NETHERLANDS—Decorative automobile body parts; repair shop, home tool-boxes; other novel metal stampings for automobiles. Seeks sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

348 Fabricated wire products

PHILIPPINES—Special alloy welding rods. Direct purchase and agency. Companies not yet represented preferred. Mr. Tomas Casas Ngo, Pres. & Gen. Mgr., Allied Industrial Corp. (importer, wholesaler, retailer, manufacturer), 488 Alinsu Bldg., Tipolo, Mandaue, Cebu. WTD 5/68.

349 Fabricated metal products

● **GUATEMALA**—Supply of fabricated pipe and pipe fittings, accessories and control valves for the Guatemala City water distributing system.

Tender No. 3-68, bid deadline Sept. 9. Municipalidad de la Ciudad de Guatemala, Palacio Municipal, Guatemala City.

PHILIPPINES—Industrial valves, steam traps. Direct purchase and agency. Companies not yet represented preferred. Mr. Tomas Casas Ngo, Pres. & Gen. Mgr., Allied Industrial Corp. (importer, wholesaler, retailer, manufacturer), 488 Alinsu Bldg., Tipolo, Mandaue, Cebu. WTD 5/68.

351 Engines, turbines

● **ARGENTINA**—Supply and install two 30,000 kw steam generators and ancillary equipment. Tender No. 80/68, bid deadline Sept. 15.

Specifications and conditions available for $143, from Agua y Energia Electricia, Lavalle 1554, Buenos Aires, Argentina.

NETHERLANDS—Marine outboard motors, jet propulsion, combustion type. Desires sole representation for EEC, EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

● **NICARAGUA**—Supply and install two Francis hydraulic turbines, 27,200 kw; two synchronous generators, 31,500 kva; two three-phase transformers, 31,500 kva; four tainter gates with stop-logs; overhead travelling crane; gantry crane; penstock and other electrical and mechanical equipment for STA. Barbara Hydroelectric Project Reference No. 10FAM947, bid deadline Oct. 16.

Specifications available for $100 from ELC-electroconsult, Via Chiabrera 8, 20151 Milan, Italy or ENALUF, Empresa Nacional de Luz y Fuerza, Apartado 55, Managua, Nicaragua. Financing by IBRD.

Brief description of requirements available from the Power and Electrical Equipment Division, Room 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230.★ (Telephone 202-967-4241).

352 Farm machinery

AFGHANISTAN—Diesel or electric operated

incubators capable of hatching 250 to 1,500 chicks simultaneously. Requests prices c.i.f. Karachi, insurance up to Kabul. Shah Mansour Ilhami (dealer, exporter), P.O. Box No. 641, Labderya Khiaban, Kabul. WTD 6/68.

NETHERLANDS—Power driven gardening tools such as: hedge shears; trimmers; pruners; pneumatic paving breaking tools; spades; stump cutters; cultivator-tillers; motorized lawn, highway mowers; lawnmower grass-catchers; garden, park spraying equipment; lawn rollers, small weeding machines. Desires sole representation for EEC, EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

● **ARGENTINA**—Supply of one elevator for Boiler No. 17 for Puerto Nuevo Central. Tender No. 2867, bid deadline Aug. 23. SEGBA, Balcarce 1847, Room 443, Buenos Aires.★ (Telephone: 202 WO 7-5585).

● **BURMA**—Brochures and prices for one, 10-ton electric wharf crane for lifting materials 40ft. below the jetty to a height 15 ft. above the jetty, maximum radius of 35 ft., with 360 degree slewing. Refinery Manager, People's Oil Industry, Syriam.

NETHERLANDS—Machinery, equipment used for drilling for oil and gas at sea such as drilling tools, platform rigs. Seeks exclusive representation in the Netherlands. Duiker Technische Handelmij. N.V. (importer, distributor), de Bruyn Kopsstraat 2, Rijswijk (ZH). Attn: M. F. de Vlieger. WTD 11/67.

PHILIPPINES—Grinding balls, hoists. Direct purchase and agency. Companies not yet represented preferred. Mr. Tomas Casas Ngo, Pres. & Gen. Mgr., Allied Industrial Corp. (importer, wholesaler, retailer, manufacturer), 488 Alinsu Bldg., Tipolo, Mandaue, Cebu. WTD 5/68.

354 Metalworking machinery

IVORY COAST—Two nut forming presses, hot fabrication, rounded metal: one for diameters of 8 to 12mm, one for diameters of 12 to 24mm.

Two bolt forming presses: one for diameters of 8 to 12mm, one for diameters of 12 to 24mm.

Quote prices c.i.f. Abidjan. Requests correspondence, technical summary of products in French. Interested in hire-purchase arrangement. M. Appel, Societe des Forges et Boulonneries d'Abidjan, S.F.B.A. (manufacturer), B.P. 2487, Abidjan. WTD in preparation.

NETHERLANDS—All types of numerically controlled metalworking machinery. Descriptive literature, price lists required. Exclusive distributorship desired. Ohmach V.S. Ohmstede N.V. (importer, wholesaler, exporter), 2 Amstelveenseweg, Amsterdam. Attn: Mr. H. Bergsma. WTD 10/67.

Power driven hand tools, small power equipment: cement, concrete, plaster tools; electric hammers; drills; screw drivers; cement finishers; power tools for automobile maintenance; electrical, pneumatic, wheel truing, balancing equipment; degreasing machines, other tools for hardware shops, service stations. Desires exclusive representation for EEC, EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

PHILIPPINES—Machine tools, engine rebuilding equipment. Direct purchase and agency. Companies not yet represented preferred. Mr. Tomas Casas Ngo, Pres. & Gen. Mgr., Allied Industrial Corp., (importer, wholesaler, retailer, manufacturer), 488 Alinsu Bldg., Tipolo, Mandaue, Cebu. WTD 5/68.

355 Special industry machinery

AFGHANISTAN—Meat grinders. Requests prices c.i.f. Karachi, insurance up to Kabul. Shah Mansour Ilhami (dealer, exporter), P.O. Box No. 641, Labderya Khiaban, Kabul. WTD 6/68.

● **PERU**—Supply and build an oil refinery in Mollendo near Arequipa. Contract calls for a "turn-key" job, bidders should submit offers for payment in both cash and credit. Bid deadline September. Guillermo SOTO Moreno, Gerente de Mercadotecnia, Empressa Petrolera (State Petroleum Company of Peru) Edificio Encarnacion, Oficina 403, Apartado 3126, Lima, Peru.

Correspondence preferred in Spanish. One copy of specifications in Spanish available for review only, not for loan.★ (Telephone: 202-967-4241).

PHILIPPINES—Woodworking equipment, portable sawmill. Direct purchase and agency. Companies not yet represented preferred. Mr. Tomas Casas Ngo, Pres. & Gen. Mgr., Allied Industrial Corp. (importer, wholesaler, retailer, manufacturer), 488 Alinsu Bldg., Tipolo, Mandaue, Cebu. WTD 5/68.

SPAIN—Machinery, equipment for dairy industry. Melka, S.L. (distributor), Colmenares 5, Madrid (4). WTD 7/68.

TURKEY—Machinery, equipment for packaging and pasteurization of milk. Sutap Anonim Sirketi (distributor), Ataturk Caddesi 306, Izmir. WTD in preparation.

356 General industrial machinery

AFGHANISTAN—Diesel powered water pumps to draw water from depths of 8 meters through ½″ to 2″ diameter pipes. Requests prices c.i.f. Karachi, insurance up to Kabul. Shah Mansour Ilhami (dealer, exporter), P.O. Box No. 641, Labderya Khiaban, Kabul. WTD 6/68.

● **IRAN**—100 sets of wall fans for railroad cars. Tender No. 798/47, bid deadline Sept. 25.

Iranian State Railways, Tehran, Iran.★ (Telephone: 202-967-5585).

IVORY COAST—One hardening, tempering furnace for the manufacture of bolts, nuts, fuel operated, capacity 250 to 450 kgs. per hr., with washing machine (maximum temperature 950° C.). Quote prices c.i.f. Abidjan. Requests correspondence, technical summary of product in French. Interested in hire-purchase arrangement. M. Appel, Societe des Forges et Boulonneries d'Abidjan, S.F.B.A. (manufacturer), B.P. 2487, Abidjan. WTD in preparation.

MALAYSIA—Snorkels; latest types of fire fighting equipment. The Ministry of Local Government & Housing, Jalan Raja, Kuala Lumpur.

PHILIPPINES—Transmission & conveyor chains; industrial pumps. Direct purchase and agency. Companies not yet represented preferred. Mr. Tomas Casas Ngo, Pres. & Gen. Mgr., Allied Industrial Corp. (importer, wholesaler, retailer, manufacturer), 488 Alinsu Bldg., Tipolo, Mandaue, Cebu. WTD 5/68.

PORTUGAL—Wrapping machinery for sardine tin packaging. Irmaos Costa Dias, Comercio e Industria, S.A.R.L. (distributor, exporter, importer), Rua Antonio Enes 19-1°, Lisbon 1. WTD in preparation.

SAUDI ARABIA—Complete liquid oxygen-nitrogen argon pressure separation plant, 40 gal./hr. or higher capacity plus storage containers. Abdullah Hashim Est. (manufacturer), P.O. Box 44, Jidda. WTD in preparation.

357 Office, computing, accounting machines

GERMANY—Electronic measuring, control equipment for industrial application. Requests price quotations f.o.b. American ports or exworks. Direct purchase and agency. Dr. Hanns L. Mennicken (manufacturer, wholesaler, importer, exporter), 5805 Breckerfeld, Postfach 7. WTD 7/68.

PHILIPPINES—Truck scales; dial scales for cranes, hoists. Direct purchase and agency. Companies not yet represented preferred. Mr. Tomas Casas Ngo, Prs. & Gen. Mgr., Allied Industrial Corp. (importer, wholesaler, retailer,

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lousac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2835.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

manufacturer), 488 Alinsu Bldg., Tipolo, Mandaue, Cebu. WTD 5/68.

● **YUGOSLAVIA**—Supply of electronic computer with core memory 12 K, and auxiliary equipment. Tender No. SL. list #25, bid deadline Sept. 17. Prehrana, Export-Import, Ljubljana/Kersnikova 2, Financno-racunski sektor, Yugoslavia.

● Supply of electronic computer: central processor with 32 KB memory; memory unit 150 KB/sec with direct approach, one control unit, two magnetic disk units, interchangeable; magnetic tapes unit, control unit, three magnetic tapes units standard speed 30 KB/sec; card scanner 1400 cpm; paper tape scanner 1500 cps; card perforator 100 cpm; paper tape perforator 150 cps; quick printer cca 1200 lpm with 132 ppl; digital printer; air

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

conditioning equipment for above system, and voltage regulating. Offer in sealed envelope with unit prices, technical and physical characteristics, sale conditions, delivery deadline, assembly conditions, warranty, expert help in introducing the system. SL.list #28, bid deadline Oct. 8.

Details available on written request from: Industrija "14 Oktobar", Centar tehnologije upravljanja, Komisiji za razmatranje ponuda, Krusevac, Yugoslavia.

● Supply of electronic computer, third generation, with built-in decimal arithmetics and sliding comma; possibility of plugging in outside memories; magnetic discs; magnetic tapes; possibility of application of other programs; possibility of expansion of core memory in second phase; corresponding associated equipment; other conditions: education of operators; warranty for exploitation through working organization and programming help; detailed technical description; literature; delivery and assembly deadline; price of equipment and assembly; favorable payment conditions; possibility of credit; maintenance warranty. Tender No. SL. list #26, bid deadline Sept. 24.

Masino Impex, Export Import II/3602/KU, Zagreb/Varsavska 9, Yugoslavia.

● Supply of 41 automatic accounting machines for financial and material accounting, payroll and gross balance sheet; 12 digits capacity, typewriter keyboard, ten-digit keyboard, intromat-automatic insertion of punch cards, connection for cards perforator; 41 perforators for eight columns data cards; corresponding number of command consoles; education of operators and maintenance personnel; help in programming and machine data processing. Tender No. SL. list #26, bid deadline Sept. 24.

Zeleznicko Transportno Preduzece, Beograd/Nemanjina 6, Sektor za finansisko-knjigovodstvene poslove, Yugoslavia. Telephone: Belgrade 27-926.

358 Service industry machines

NETHERLANDS—Coin operated gasoline dispensing machines, grease guns, floor scrubbing machines, car wash equipment, especially do-it-yourself type for service stations. Sole representation for EEC, EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

359 Machinery

GERMANY—Hydraulic cylinders. Requests price quotations f.o.b. New York. Replies requested in German. Direct purchase and agency. Bernhard Hilfrich (manufacturer, wholesaler, exporter), 4 Duesseldorf, Lindenstrasse 182 or Postfach 17034. WTD 7/68.

361 Electric transmission, distribution equipment

● **ARGENTINA**—Supply approximately $319,744 worth of 132 kv, 66 kv and 33 kv switches and section switches for transformer stations, financed by Inter-American Development Bank. Tender No. 88/68, bid deadline Aug. 28.

Conditions and specifications available for $34.30 from Agua y Energia Electricia, Lavalle 1554, Buenos Aires.

Supply transformers for San Martin and Las Heras transformer stations in the Province of Santiago del Esters. Financed by the Inter-American Development Bank. Tender No. 89/68, bid deadline Aug. 29.

Copies of conditions and specifications available from Agua y Energia Electrica, Lavalle 1554, Buenos Aires for approximately $34.00 U.S.

● **AUSTRALIA**—Supply instrumentations including automatic and remote controls for two 350 MW boiler/turbo-generator units and associated plant at Yallourn Power Station, Victoria. Specifications No. 68/179, contract conditions B.7, bid deadline Oct. 14.

The Secretary, State Electricity Commission of Victoria, 15-27 William St., Melbourne 3000, Victoria. One copy of specifications available for review only, not for loan, from the Power & Electrical Equipment Division, Room 4124, BDSA-662, Department of Commerce, Washington, D.C. (Telephone 202-967-4241).

● **ETHIOPIA**—Supply the following: 15 each transformers, 630 kw; two each, 800 kw transformers; eight each transformers, 1250 kw, three phase, oil filled suitable for outdoor mounting with Bucholz relays and dial-type thermometers. Tender No. 33.6/87, bid deadline Sept. 2.

Ethiopian Electric Light and Power Authority, P.O. Box 1233, Addis Ababa. Attn: ATO Truesaw Meshesha, Purchasing Officer.★ (Telephone: 202-967-4241).

NETHERLANDS—Electric measuring instruments; test equipment for garages; voltmeters; ignition testing instruments; electric instruments for testing electric characteristics of internal combustion engines, spark plug testing equipment. Desires sole representation for EEC, EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

● **NEW ZEALAND**—Supply one 110 MVA 110/33 KV transformer bank and spare unit for Hepburn Road Substation. Tender No. 519, bid deadline Sept. 3.

Supply five each 110 Kv 5,000 MVA circuit breakers for Hepburn Road Substation. Tender No. 520, bid deadline Sept. 10.

Secretary, Tenders Committee, New Zealand Electricity Department, Wellington, New Zealand.★ (Telephone: 202-967-4241).

● **NIGERIA**—Supply, install and maintenance for period of 12 months outdoor substation equipment and transformers for Shagamu and Benin substations. Bid deadline Sept. 24.

Specifications available for approximately $60 from the London Representative, Electricity Corp. of Nigeria, York House, Westminster Bridge Road, London, S.E.1, England.

● **THAILAND**—Supply six sets, 15 kv class, indoor, metal-clad switchgear, generally to conform to ASA and NEMA codes and standards. Tender No. MEA-PSD-129, bid deadline Sept. 3.

Purchase and Stores Div., Metropolitan Electricity Authority, 121 Chaknapetch Road, Bangkok, Thailand.★. (Telephone: 202-967-4241).

● **URUGUAY**—Supply approximately 600 each Transformers, 50 kva to 10,000 kva. Administracion General de las Usinas Electricas y los Telefonos del Estado, Seccion Licitaciones, Calle Paraguay 2431, P-8 Montevideo. Tender No. 6057/68, bid deadline Aug. 28.

Only firms or individuals established in Uruguay may participate in public bids. One copy of specifications (in Spanish) available for review only, not loan, from the Power & Electrical Equipment Division, Department of Commerce, Room 4124, Washington, D.C. (Telephone: 202-967-4241).

362 Electrical industrial apparatus

AFGHANISTAN—One kw 220-volt electric generator, diesel or gas powered. Requests prices c.i.f. Karachi, insurance up to Kabul. Shah Mansour Ilhami (dealer, exporter), P.O. Box No. 641, Labderya Khiaban, Kabul. WTD 6/68.

NETHERLANDS—Motor generator sets; rotors; coils; motor starters; battery chargers, related components. Seeks sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

PHILIPPINES—Power plants. Direct purchase and agency. Companies not represented preferred. Mr. Tomas Casas Ngo, Pres. & Gen. Mgr., Allied Industrial Corp. (importer, wholesaler, retailer, manufacturer), 488 Alinsu Bldg., Tipolo, Mandaue, Cebu. WTD 5/68.

● **TANZANIA**—Supply and erection of miscellaneous electrical equipment, 15mVA 11/33 kv transformer, extensions to 11 kv 500 MVA metalclad switchboard, neutral earthing switchgear, control and relay panels, cabling, lighting and earthing for Ubungo Power Station near Dar es Salaam, Contract No. 10496, bid deadline Sept. 11.

Tender documents available from Balfour, Beatty and Co. Ltd., Bow Bells House, Bread St., London, E.C.H., England upon payment of $60 returnable upon submission of valid tender. Financed by loan from IBRD.

363 Household appliances

NETHERLANDS—Outdoor barbecues, grills; ice boxes for camping, boating. Seeks sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vieter. WTD in preparation.

364 Electric lighting, wiring equipment

● **INDIA**—Supply of 96 mercury vapor lamps. Tender Notice No. ES1/501/31/039/Cell-657, bid deadline Nov. 30.

India Supply Mission, Washington, D.C.★ (Telephone: 202-967-5345).

● **MALAYSIA**—Supply and installation of a complete airfield lighting system at the Royal Malaysian Air Force Base, Kuantan, Pahang. Bid deadline Sept. 9.

Tender Documents available from the Consulting Engineer, Preece, Cardew and Rider, 5th floor, Mercantile Bank Bldg., Leboh Pasar, Kuala Lumpur, Malaysia upon payment of $49.35.

One copy of specifications available for review only, not for loan, from the Power and Electrical Equipment Division, Room 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4241).

365 Radio, television receiving sets

GERMANY—Recorders, speaker systems, other audio equipment, accessories, parts thereof. Direct purchase and agency. Hanns Schaefer (sales agent, importer), Hagenstrasse 26, Hannover. WTD 7/67.

366 Communication equipment

NETHERLANDS—Electrical gas detectors, one or more detector heads, for detection of explosive gas mixtures in chemical, petrochemical industries. Desires exclusive representation. Duiker Technische Handelmij. N.V. (importing distributor), de Bruyn Kopsstraat 2, Rijswijk (ZH). Attn: M. F. de Vlieger. WTD 11/67.

367 Electronic components, accessories

GERMANY—Diodes, thyristors. Blocher-Motor KG Metzingen (manufacturer, exporter), 7418 Metzingen, Jusistrasse 4-6. WTD 7/68.

369 Electrical machinery, equipment, supplies

NETHERLANDS—Automotive electrical equipment such as: starters; generators; magnetos; ignition coils; distributors; battery charging generators; ignition cable sets; wire assemblies for internal combustion engines; starting motors; spark plugs; trouble lights, related items. Desires sole representation for EEC, EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

● **YUGOSLAVIA**—Supply of seven X-ray generators; three X-ray apparatus; closed circuit surgical TV system; X-ray movie equipment; radio FM circuit; and other specialized equipment. Tender No. SL. list #28, bid deadline Oct. 8. "Ponuda za rendgen opremu", Sektor za snabdevanje medicinskih ustanova, Jugoiek, Belgrade/Kosovska 10, Yugoslavia. Offer in a sealed envelope marked as above. If inquiry, delete from address : "Ponuda za rendgen opremu", since it will not be opened if so marked.

371 Motor vehicles, motor vehicle equipment

GERMANY—Hydraulic steering mechanisms for construction machinery. Requests price quotations f.o.b. New York. Replies requested in German. Direct purchase and agency. Bernhard Hilfrich (manufacturer, wholesaler, exporter), 4 Duesseldorf, Lindenstrasse 182 or Postfach 17034. WTD 7/68.

MALAYSIA—Three dual purpose fire engines. The Ministry of Local Government & Housing, Jalan Raja, Kuala Lumpur.

NETHERLANDS—Special purpose motor vehicles including: amphibian; electric delivery vans; personnel carriers; parts, accessories for motor vehicles, engines; small capacity engines, 1, 2 stroke. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

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"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

373 Ship building, repairing

NETHERLANDS—Diving equipment for divers working from drilling platforms at sea. Desires exclusive representation. Duiker Technische Handelmij. N.V. (importer, distributor), de Bruyn Kopsstraat 2, Rijswijk (ZH). Attn: M. F. de Vlieger. WTD 11/67.

Pleasure boats such as small motor, sailing boats; row boats; pontoon boats; dinghies; inflatable boats; week-end type houseboats, boat kits. Desires sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

374 Railroad equipment

● **IRAQ**—(One Iraqui Dinar (I.D.) = $2.80) Standard gauge passenger rolling stock and brake carriages. Tender No. IT/30/68, bid deadline Oct. 7. Specifications available for I.D. 30 from Treasury Accountant, Directorate General of Railways, Baghdad.

Initial deposit of I.D. 60,000 will be required.★

375 Motorcycles, bicycles, parts

NETHERLANDS—Small motor-bike engines, 2, 4 stroke; parts, novel accessories for bicycles, motorbikes. Desires sole representation for EEC and EFTA countries. Viha, N.V. (importer, manufacturer, distributor, exporter), Ungerplein 2, Rotterdam I. Attn: Mr. H. J. Vietor. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

● **COLOMBIA**—Supply of laboratory testing and scientific instruments, including precision balances, for the Department of Biology of the University of Antioquia, which is completely equipping its laboratory.

Tender No. 1-4b-04-68, bid deadline Aug. 23. Terms and specifications may be obtained from issuing authority against payment of 150 pesos per copy (approx. $10) .

Issuing authority: Universidad de Antioquia, Seccion de Compras, Apartado 1226, Medellin, Colombia.

383 Optical instruments, lenses

● **COLOMBIA**—Supply of various types of optical laboratory analysis instruments for the Department of Biology of the University of Antioquia, which is completely equipping its laboratory. Tender No. 1-4b-04-68, bid deadline Aug. 23. Terms and specifications may be obtained from issuing authority against payment of 150 pesos per copy (approx $10).

Issuing authority: Universidad de Antioquia, Seccion de Compras, Apartado aereo 1226, Medellin, Colombia.

384 Surgical, medical, dental instruments

● **KOREA**—Supply of medical equipment and drugs, including sutures and suture-needles and catguts, breast-pumps, operating knives, lamps and mirrors, and tubes.

Tender No. KFX-8099-N, bid deadline Aug. 19.

Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-967-2939).

394 Toys, amusements, sporting goods

LIBERIA—Toys and games including trains, equipment; children's vehicles; dolls; puppets. Watanmal (Liberia) Ltd. (importer, wholesaler, retailer), P.O. Box 394, Monrovia. WTD in preparation.

398 Manufacturing industries

GREECE—Tooth brushes, hairbrushes, shaving brushes, baby hairbrushes. Requests c.i.f.-Piraeus price quotations. Direct purchase and agency. G. Papantoniou—C. Barbayannis Ltd. (importer, wholesaler, sales agent), 43 Kapodistriou St., Athens 102. WTD 4/68.

399 Manufacturing industries

LIBERIA—Artificial Christmas trees, Christmas tree lights, ornaments, decorations. Watanmal (Liberia) Ltd. (importer, wholesaler, retailer), P.O. Box 394, Monrovia. WTD in preparation.

SPAIN—Gift items, smokers' supplies. Direct purchase and exclusive agencies. Azuan Publicidad (wholesaler), Jacometrezo 4-6, Madrid (13). WTD 7/68.

503 Piece goods, notions, apparel

MALAWI—Secondhand topcoats, jackets, pants, suits, for men. Messrs. H. J. Downs Ltd. (wholesaler), P.O. Box 346, Blantyre. WTD 7/68.

593 Antique, secondhand stores

AFGHANISTAN—Used clothing. Requests prices c.i.f. Karachi, insurance up to Kabul. Shah Mansour Ilhami (dealer, exporter), P.O. Box No. 641, Labderya Khiaban, Kabul. WTD 6/68.

Argentina to purchase Bailey-type bridges

The Engineers Command of the Argentine Army is interested in communicating with manufacturers of structural steel bridges (Bailey-type).

The Command plans call for an initial purchase of 200-300 structural steel bridges and the eventual manufacture under license of the bridges, using imported special structural steels.

Interested American firms may correspond directly with the Command of Engineers at the following address: Col. Aristides Virginillo, Jefe del Departamento Construcciones, Comando de Ingenieros y Direccion, General de Ingenieros, Azopardo 250, 10° Piso, Buenos Aires, Argentina.

Pakistan issues notice to construction bidders

The Government of East Pakistan is inviting prequalification applications to tender for the construction of the Dacca-Chittagong Highway.

The project is to be financed in part by the International Development Association. Tenders are to be invited by the third quarter of 1968 for construction of seven sections separately and/or any combination of sections, or all sections.

Prequalification deadline is Aug. 1. However, an extension of the deadline to Aug. 31, is being requested.

Contractors may request prequalification documents from Project Manager, Amman and Whitney International Ltd., 95 Motijheel, P.O. Box 348, Dacca, East Pakistan.

Malaysia issues amendments to their video tape tender

The Chief Planning Engineer, Ministry of Information and Broadcasting, has issued amendments for their video tape tender.

Copies of tender amendments are available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4038).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

FRANCE—Hams, canned. Desires exclusive representation for France or section thereof. Coutau-Begarie, Paul (sales agent), 15 Rue Grangeneuve, 33- Bordeaux, Gironde. WTD 7/68.

232 Men's, youths', boys' furnishings, work clothing

LIBYA—Men's, boys' shirts, sportswear, suits, trousers, underwear, work clothing. Commission agency. Overseas Agency for Public Works & Commercial Representation (importer), P.O. Box 131, Tripoli. WTD in preparation.

283 Drugs

SPAIN—Pharmaceutical preparations for veterinary use. Cimex, Frithjof Linaae (distributor), San Julio 13, Madrid (2). WTD 6/68.

287 Agricultural chemicals

SPAIN—Agricultural chemicals. Cimex, Frithjof Linaae (distributor), San Julio 13, Madrid (2). WTD 6/68.

306 Fabricated rubber products

GERMANY—Rubber, composition, and fiber heels, soles, soling strips, related products for shoe industry. Schmitz-Braeuning GmbH (sales agent), 69 Heidelberg, Schlosswolsbrunnenweg 18a. WTD 7/68.

307 Plastic products

ITALY—Plastic straw for animal stalls. Domenico Ravier (wholesaler, sales agent), Corso Meridionale 18, 80143, Naples. WTD 7/68.

311 Leather tanning, finishing

GERMANY—Leather, related products for manufacture of shoes, slippers, leather goods. Schmitz-Braeuning GmbH (sales agent), 69 Heidelberg, Schlosswolfsbrunnenweg 18a. WTD 7/68.

NETHERLANDS—Nappa, suede skin leather. Elvo N.V. (manufacturer, distributor, exporter, importer), 71 Beatrijsstraat, Rotterdam. WTD 6/67.

313 Boot, shoe cut stock, findings

GERMANY—All types of shoe findings. Schmitz-Braeuning GmbH (sales agent), 69 Heidelberg, Schlosswolfsbrunnenweg 18a. WTD 7/68.

314 Footwear, except rubber

LIBYA—Footwear, all kinds; shoes, shoe accessories. Commission agency. Overseas Agency for Public Works & Commercial Representation (importer), P.O. Box 131, Tripoli. WTD in preparation.

349 Fabricated metal products

GERMANY—Electro-hydraulic servo valves. Sales representation. Requests price quotations c.i.f. European ports. Requests correspondence in German. Richter, Dipl.Ing., Ingenieurbuero (importer, wholesaler, exporter, sales agent), 432 Hattingen/Ruhr, Postfach 346. WTD 7/68.

351 Engines, turbines

NETHERLANDS—Diesel, gas, gasoline, other fueled engines, inboard, outboard motors, turbines of special types for marine vehicles. Kemper & Van Twist Diesel N.V. (importer, distributor, exporter, manufacturer, agent), 33 Mijlweg, or P.O. Box 156, Dordrecht. WTD 6/67.

352 Farm machinery

NETHERLANDS—Light agricultural implements, tools, equipment for farms: motor-powered hedge trimmers, brush cutters, power tools. Kemper & Van Twist Diesel N.V. (importer, distributor, exporter, manufacturer, agent), 33 Mijlweg, or P.O. Box 156, Dordrecht. WTD 6/67.

353 Construction, mining, materials handling machinery, equipment

SPAIN—Machinery, accessories for mining, public works firms. Perforacion, Mineria y Obras Publicas, S.A. (distributor), Princess 1, Madrid (8), WTD 7/68.

354 Metalworking machinery

GERMANY—Pneumatic operated chucks, holding fixtures. Sales representation. Requests price quotations c.i.f. European ports. Correspondence requested in German. Richter, Dipl.Ing. Ingenieurbuero (importer, wholesaler, exporter, sales agent), 432 Hattingen/Ruhr, Postfach 346. WTD 7/68.

356 General industrial machinery

GERMANY—Pneumatic cylinders. Sales representation. Requests price quotations c.i.f. European ports. Requests correspondence in German. Richter, Dipl.Ing., Ing. Buero (importer, wholesaler, exporter, sales agent), 432 Hattingen/R., Postfach 346. WTD 7/68.

357 Office, computing, accounting machines

SOUTH AFRICA—Office machines, equipment, particularly franking machines, scales. Waldecks Printing & Publishing Co. (Pty.) Ltd. (printer, publisher, importing distributor), P.O. Box 796, East London, Cape Province. WTD 7/68.

359 Machinery

GERMANY—Hydraulic cylinders. Sales representation. Requests price quotations c.i.f. European ports. Requests correspondence in German. Richter, Dipl.Ing., Ing. Buero (importer, wholesaler, exporter, sales agent), 432 Hattingen/R.. Postfach 346. WTD 7/68.

371 Motor vehicles, motor vehicle equipment

NETHERLANDS—Special vehicles for construction, military, pipe-laying, especially off-the-road use. Kemper & Van Twist Diesel N.V. (importer, distributor, exporter, manufacturer, agent), 33 Mijlweg, or P.O. Box 156, Dordrecht. WTD 6/67.

373 Ship building, repairing

NETHERLANDS—Boats, other marine vehicles. Kemper & Van Twist Diesel N.V. (importer, distributor, exporter, manufacturer, agent), 33 Mijlweg, or P.O. Box 156, Dordrecht. WTD 6/67.

381 Engineering, laboratory, scientific, research instruments

NETHERLANDS—Navigational instruments, equipment. Kemper & Van Twist Diesel N.V. (importer, distributor, exporter, manufacturer, agent), 33 Mijlweg, or P.O. Box 156, Dordrecht. WTD 6/67.

502 Drugs, chemicals, allied products

LIBYA—Cosmetics, perfumes, toilet articles, toilet preparations, toilet soap. Commission agency. Overseas Agency for Public Works & Commercial Representation (importer), P.O. Box 131, Tripoli. WTD in preparation.

504 Groceries

LIBYA—Canned goods: fruits, vegetables, fish, sea foods, meats, milk; sugar, refined; rice, polished. Commission agency. Overseas Agency for Public Works & Commercial Representation (importer), P.O. Box 131, Tripoli. WTD in preparation .

506 Electrical goods

LIBYA—Television, radio sets. Commission agency. Overseas Agency for Public Works and Commercial Representation (importer), P.O. Box 131, Tripoli. WTD in preparation.

509 Wholesalers

LIBYA—Stationery, stationery supplies. Commission agency. Overseas Agency for Public Works & Commercial Representation (importer), P.O. Box 131, Tripoli. WTD in preparation.

562 Apparel, accessory stores

LIBYA—Ready-to-wear clothing for women. Commission agency. Overseas Agency for Public Works & Commercial Representation (importer), P.O. Box 131, Tripoli. WTD in preparation.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Leads for Importers

Commodities are offered direct unless specified

505 Farm products, raw materials

MALAYSIA—Approximately 1,750 to 3,500 tons annually coconut husks graded into lengths or ungraded; 1,000 to 2,000 tons annually coconut shells in chip form; 425 to 850 tons annually coconut cake (nut kernel less its oil content); 35 to 75 tons annually dried coconut testa (outer skin of kernel less its oil content). Direct sales available sometime mid 1969. Beatrice Foods Sdn. Berhad (manufacturer), Attn: Mr. M. W. Lamb, Project Manager, 70 Jalan University, P.O. Box 19, Petaling Jaya, Selangor.

New Trade Lists

The Bureau of International Commerce has published the following automated lists to provide complete coverage for the countries listed below. The lists may be ordered by firms domiciled in the United States, giving the titles listed below or by the five digit identification (ID) number from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country.

Brazil—an automated list

No.	*Title*	*Number of names in list*
00000—	General trading firms	(8)
01000—	Farm, forestry, and fishery products	(170)
10000—	Mining companies	(57)
15000—	Construction contractors	(63)
19000—	Arms and ammunition	(15)
20000—	Food and kindred products	(351)
21000—	Tobacco and tobacco products	(14)
22000—	Textile mill products; apparel and other finished products made from fabrics	(202)
24000—	Lumber and wood products; furniture and fixtures	(219)
26000—	Paper and allied products; published and printed materials	(147)
28000—	Chemicals and allied products	(786)
29000—	Petroleum and petroleum products; rubber and miscellaneous plastics products	(177)
31000—	Leather and leather products	(77)
32000—	Stone, clay, glass, and concrete products	(140)
33000—	Primary metals and metal products	(265)
34000—	Fabricated metal products, except ordnance, machinery, and transportation equipment	(265)
35000—	Machinery, non-electrical	(985)
36000—	Electrical machinery, equipment, and supplies	(569)
37000—	Transportation equipment	(240)
38000—	Professional, scientific, and controlling instruments; photographic and optical goods	(291)
38700—	Watches and clocks; jewelry, silverware, and plated ware; musical instruments, toys, amusements, sporting goods; office materials; miscellaneous manufactured products	(117)
89110—	Engineering and architectural services	(21)

Israel—an automated list

No.	*Title*	*Number of names in list*
00000—	Business firms in Israel	(1869)

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Mario M. Starosta, Casa Starosta S.C.A., Avda. Dr. H. Pueyrredon 1638, Buenos Aires, **interested in contacting manufacturers of containers and specialty products for ice cream industry, and requesting technical information.** First week August via Miami for three weeks.

c/o Dr. Benjamin Livsey, 9 C Hamill Rd., Baltimore, Md. 21210. Itinerary: Miami, New York, Baltimore, Philadelphia. WTD in preparation.

AUSTRALIA—George W. T. Hall, George W. T. Hall Pty. Ltd., 482 Bourke St., Melbourne, Vic. 3000, **interested in plant and equipment associated with sewerage treatment, waste effluent treatment, oil and gas burners, boiler plant, general industrial engineering products, and requesting technical information.**

August 12 via San Francisco for 3-4 weeks. c/o Dept. of Commerce San Francisco Field Office. Itinerary: San Francisco, Portland, Chicago, Boston, New York, others as required. WTD 3/66 under revision.

ETHIOPIA—Dereje Deressa, Mitchell Cotts & Co. (R.S.) Ltd., P.O. Box 527, Addis Ababa, **interested in contacting public relations and advertising agencies.** August 8 via New York for indefinite period.

c/o Berehane Deressa, Ethiopian Mission to the U.N., 575 Lexington Ave., New York, N.Y. 10022. Itinerary: New York, Boston, possibly Washington. WTD 2/67.

FRANCE—Louis Cremier, Mgr., Constructions Electromecaniques du Montois, 77 Donnemarie-Dontilly, **interested in obtaining manufacturing licenses for programming patchcords and in learning about latest reading brushes manufactured in U.S.**

July 30 via New York for 24 days. c/o EAM Leasing Corp., P.O. Box 241, Stanfordville,

N.Y. 12581. Itinerary. New York; Philadelphia; Waynesboro, Va.; New Rochelle, N.Y.; High Point and Greensboro, N.C.; Glendale, Calif. WTD in preparation.

INDIA—Kidarnath Khanna, Paramount Dyes & Chemicals Pvt. Ltd., Elphinstone Bldg., 10 Veer Nariman Road, Bombay 1, **interested in obtaining representation of U.S. pharmaceutical chemical manufacturers.** Approx. Aug. 15 via New York for ten days.

c/o Allied Chemical International, Allied Chemical Corp., 40 Rector St., New York, N.Y. 10006. Itinerary: New York, Detroit. WTD 7/67.

ISRAEL—Baruch D. Pekelman, Manager, J. Pekelman Import Trading House Ltd., 2 Zuvulun St., or P.O. Box 1278, Tel Aviv, interested in acquiring distributorship rights on exclusive agency basis from U.S. manufacturers of **industrial chemicals, drugs and pharmaceuticals, metals, electronic equipment and components, related raw materials; will** consider direct purchases. Aug. 6 via New York for approx. six weeks. c/o Dov Pekelman, 39 C Escondido Village, Stanford University, Palo Alto, Cal. Itinerary: New York, Chicago, others as required. WTD 12/67.

LIBERIA—George Ashi, Ashi Wholesale Retail Grocery, Monrovia, **interested in contacting dealers of household items, novelties, gift items, and talking to food dealers regarding regular shipments of U.S. products to Monrovia.** Aug. 3 via New York until Aug. 20.

c/o Hotel Manhattan, 700 8th Ave., New York, N.Y. 10036. Itinerary: New York. WTD 3/68.

Demanding markets

As a U.S. producer selling in our domestic economy, you already are a supplier to the most demanding market in the world. Moving into the foreign market, you will benefit from the know-how you have acquired from previous experience, just as you will benefit from the assets of good judgment, tact, aggressiveness, and business acumen.

In this sense, it is neither more difficult nor easier to achieve success in selling overseas than it is to succeed in selling in this country. Success in export requires careful evaluation of potential markets for your product; willingness to make a long-term commitment, if necessary; and some adaptability to foreign techniques in marketing and servicing.

LAWRENCE C. McQUADE,
Assistant Secretary for
Domestic and International
Business, in "Introductory Guide
to Exporting," published
April 1968 by U.S.
Department of Commerce

PAKISTAN—Asghar Ali, Pres., Akbar Bros. Ltd., 2 McLeod Road, Lahore, West Pakistan, **interested in agency for agricultural and industrial chemicals, contraceptives, and joint venture for manufacture of these products.** Aug. 10 via New York for ten days.

c/o Great Lakes Chemicals Corp., 250 Park Ave., New York, N.Y. 10036. Itinerary: New York, probably Los Angeles, San Francisco. WTD 4/64 under revision.

Rafique Dawood, Dawood Industries Ltd., Karachi, **interested in visiting paper and viscose rayon factories to observe American approach to management.** About Aug. 17 via Boston for one month.

c/o Kutz Textile Co., 222 Summer St., Boston, Mass. 02143. Itinerary: Boston, New York, Wilmington, Del., Washington, San Francisco. WTD in preparation.

SOUTH AFRICA—E. Pearson, Insacor (Pty) Ltd., P.O. Box 74, Gillitts, Natal, **interested in specialized building materials, mining and engineering products for copper mining in Zambia, and requesting technical information.** Approx. Aug. 5 via New York for one month.

c/o Chase Manhattan Bank, 1 Chase Manhattan Plaza, New York, N.Y. 10005. Itinerary: New York, Los Angeles, Houston, others as required. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ABU DHABI—This Arabian Peninsula sheikdom has approved a comprehensive **five-year plan (1968-72) for basic development and infrastructure projects calling for expenditure of over $670 million.**

Among the major items are: power generation and transmission ($84,566,596); building in excess of one thousand kilometers of roads linking Abu Dhabi with Dubai, Qatar and forming an internal network of roads both within Abu Dhabi itself and the Trucial States ($112,050,739); study and execution of possible industrial projects such as a cement factory, oil refinery, small petrochemical plants, and commercial fishing ($42,283,298); irrigation and agricultural development schemes primarily in the sprawling al-Ain (Buraimi) oasis area ($29,598,308); building and equipping about 50 primary and secondary schools for both sexes in addition to two technical institutions ($25,369,978); construction of six hospitals and fourteen clinics throughout Abu Dhabi ($13,742,072); assistance development loans, presumably to other Arab countries ($63,424,947).

To fund the increasing international commitments of Abu Dhabi, $25,369,978 has been allocated over the next five years.

GERMANY—Plans have been made for the construction in Berlin's Steglitz district of a **medical clinic at an estimated cost of $1,775,000, including $500,000 for medico-technical apparatus and equipment.** Construction is expected to require over one year beginning in September of 1968. The project will occupy 32,280 square feet and will rise five stories. The architect was Dietrich Garski, 17 Menzelstrasse, 1 Berlin 33.

The project should offer sales opportunities for suppliers of X-ray equipment, cardiographs, auto-analyzers, colorymeters, photometers, ultrasonic apparatus and dental equipment. Inquiries and proposals should be addressed to: Dr. B. Schmittmann, Kongressgesellschaft fur arztliche Fortbildung e.V., 21 Klingsorstrasse, 1 Berlin 41.

A diagnostic center on the model of the Mayo Clinic is also underway, in Berlin's Halensee district. It is expected to be completed in late 1969.

The estimated cost of the project is $1,500,000, including $635,000 for medical and diagnostical instruments and equipment. The center, totalling 17,216 square feet, will provide for the following medical specialties: heart, stomach, intestines, liver, kidney, blood, glands, metabolic disorder, allergy, rheumatism, gynecology, pediatrics, orthopedics, diseases of the skin and legs, infectious diseases, neurology, psychiatry and psychosomatics.

Inquiries and proposals should be addressed as follows: Diagnostisches Zentrum Berlin, c/o Kloss and Hamann, 39 Sachsische Str., 1 Berlin 31.

KOREA—Hydroelectric plant construction to provide 2,907,000 kw capacity by the end of 1971 has been scheduled under the Korean Government's Second Five Year Plan. Although the Korean Government last year promised foreign firms which have invested in Korea that power rationing would not be permitted to hamper their operations, rapid industrial growth and dry weather conditions have cut hydroelectric power availabilities and the problem should be carefully considered by all potential U.S. businessmen considering future investments in Korea.

JAPAN—Twenty five-story apartment buildings will be constructed in the Senri New Town adjacent to the EXPO '70 site at Osaka to accommodate foreign employees at the World Exposition. The rooms are to be larger than the standard size for Japan and are to be furnished, with a total capacity for 1,600. There will be 240 one-room, one-dining kitchen apartments and 280 each of the two-room, one-dining kitchen and three-room, one-dining varieties.

Rents are to be in the range of $200-$300 per month. The Soviet Union has booked 300 apartments; the United States, 100 and Canada, 35. Other countries have also made reservations.

PHILIPPINES—Construction of a modern port terminal facility for the fishing industry has been approved for the Manila Bay area.

The project was described in an Asian Development Bank press release dated July 25. Investigations and studies will be carried out by a team of consulting engineers experienced in marine work, especially fishermen's harbor design and construction.

New Books and Reports

***Venezuela—Business Problems & Opportunities.* Published by Business International. New York. 1968. $40.**

An analysis of all the factors influencing the environment for international business in and with Venezuela is the focus of this book. According to the authors, Venezuela is one of the richest, fastest growing and most stable markets of Latin America, with unusual sales and investment opportunities opening up. Its natural resources make it a potential center of large-scale petrochemical and metallurgical industries.

Venezuela became a member of LAFTA in January and is taking an active role in negotiations for the Andean Subregional Common Market. This means that Venezuelan manufacturers will have to boost their productivity to withstand competition from neighboring countries with lower wage rates. The country is increasing public expenditures for housing, education and agriculture, which means higher taxes for non-petroleum industries but many fresh sales opportunities as well.

Write: Business International, 757 Third Ave., New York, N.Y. 10017.

***American Register of Exporters & Importers, 1968 Edition.* Published by the American Register. New York. $15 domestic, $16 overseas.**

This register lists more than 30,000 manufacturers, exporters, importers, buying agents and service organizations actively engaged in foreign trade. The manufacturers are listed under individual product classifications.

The book also lists American Chambers of Commerce in foreign countries and foreign Chambers of Commerce and buying agencies in the United States.

Write: American Register, 90 W. Broadway, New York, N.Y. 10007.

***Decimal Currency: Three Years to Go —Facts and Forecasts.* Published by the Decimal Currency Board. London. 1968. 12pp. 25 cents.**

This is the second publication of the Decimal Currency Board to explain the changeover of the United Kingdom to decimal currency in 1971.

After a brief summary of the system and the coinage, the booklet lists the various steps taken in the program, beginning in the spring of 1968. Details are included on how the changeover is to be conducted in order to provide the least inconvenience possible.

Write: Sales Section, British Information Services, 845 Third Ave., New York, N.Y. 10022.

***Maritime Transport: A Study by the Maritime Transport Committee.* Organization for Economic Cooperation and Development, Paris. $2.**

This 14th Annual Report of the Committee covers developments of topical interest concerning shipping during 1967 and early 1968. Chapter I, on international shipping developments, describes those developments which are particularly relevant to national and international shipping policies. Chapter II summarizes developments on the world freight market during 1967 and as nearly as possible up to the date of publication. Chapters III and IV discuss recent trends of the demand for and supply of shipping services. The special Chapter V is devoted to the long-term development in the pattern of oil movements by sea.

Seaborne oil movements have grown faster than sea transport as a whole and oil now accounts for over 50% of all cargo carried in seaborne trade. Changes in the pattern of oil movements affect the demand for tanker tonnage, which in 1967 reached 36% of total world tonnage.

Write: OECD, Publications Office, 2 rue Pascal, Paris 16, France. Refer to sales no. 76 68 01 1.

***A Guide to the Mexican Market.* By Marynka Olizar. Published by Marynka and Andres Olizar. Mexico City. 1968. $16.**

This is a compendium of statistics on the Mexican economy that is designed primarily for the businessman.

Most, but not all, of the data presented here is freely available from official Mexican sources. What makes this volume unusual is that various types of information are drawn together to present profiles of the more important industries. There is also a helpful narrative introduction to each section.

Write: Marynka Olizar, Sinaloa 9, Desp. 200, Mexico, D. F., Mexico.

***The Housing Situation and Perspective for Long-Term Housing Requirements in European Countries.* 1968. United Nations, New York. $2.**

This study was prepared under the auspices of the Committee on Housing, Building and Planning of the U.N. Economic Commission for Europe. It examines on a European-wide basis the changes that have taken place in the housing situation since the Second World War and analyzes estimated dwelling shortages and perspectives for long-term housing requirements. In addition, the report contains an appraisal of the different norms and methods employed by countries when making their estimates. An attempt is made to assess the implications of these estimates on future housebuilding rates if the shortages and future requirements estimates were fully reflected in countries' housing construction programs.

Write: United Nations Sales Section, UN Plaza, New York, N.Y. 10017. Refer to sales no. E.68.II.E.6.

***GATT Publications.* Published by the General Agreement on Tariffs and Trade. Geneva. 1968. 20pp. Free.**

A listing of official material published by the Secretariat of the General Agreement on Tariffs and Trade and the International Trade Center UNCTAD/GATT is contained in this brochure.

GATT publishes information on such subjects as import restrictions, tariffs, protocols, export promotion techniques, and many others.

Write: International Documents Service, Columbia University Press, 2960 Broadway, New York, N.Y. 10027.

***Italy—An Economic Profile.* Published in English by the Italian Embassy, Washington, D.C. 1967. Free.**

This pamphlet contains data on general Italian economic and commercial developments as well as detailed information on the GNP, consumption, investment, trade, wages and finance.

Copies are available for consultation at all Commerce Department Field Offices.

Write: Commercial Office, Italian Embassy, 2401 15th Street, N.W., Washington, D.C. 20009.

☆ U. S. GOVERNMENT PRINTING OFFICE 1969—341 054/6

Calendar *for international traders*

BOSTON—Aug. 20—Businessmen's Consultation, **C. Arnold Freshman, Economic Counselor, Copenhagen.** Sponsor: Commerce Field Office.

CAMDEN, Ark.—Aug. 21—Export Workshop, Southwest Vocational Technical Institute. Sponsors: Commerce Memphis Field Office, Camden Chamber of Commerce.

CEDAR FALLS, Ia.—Aug. 27—Export Workshop, Howard Johnson Motor Lodge, 12 noon. Sponsors: Commerce Des Moines Field Office, Cedar Falls Chamber of Commerce, REEC.

CEDAR RAPIDS, Ia.—Aug. 20—Export Workshop, Hotel Roosevelt, 12 noon. Sponsors: Commerce Des Moines Field Office, Cedar Rapids Chamber of Commerce, REEC.

DALLAS—Aug. 22—Foreign Direct Investment Conference, First National Bank Auditorium, 10:00 a.m. Speaker: **Don Cadle, Deputy Director, Office of Foreign Direct Investments.** Sponsors: Commerce Field Office, REEC, Small Business Administration.

DALLAS—Aug. 28—International Trade Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC, Small Business Administration.

DETROIT—Aug. 27—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

HONOLULU—Aug. 21—Export-Import Workshop, Suite 286, Alexander Young Bldg. Sponsors: Commerce Field Office, Small Business Admin.

KANSAS CITY—Aug. 22—In-Office Workshop for Exporters, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

LITTLE ROCK, Ark.—Aug. 20—Export Workshop, Worthen Bank & Trust Co. Sponsors: Commerce Memphis Field Office, Worthen Bank & Trust Co.

LOS ANGELES—Aug. 30—Export Expansion Seminar, Commerce Field Office, 9:30 a.m. Sponsor: Commerce Field Office.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

MEMPHIS—Aug. 21—Mid-South Exporters' Roundtable, Hotel Sheraton-Peabody. Speaker: **Marion Creekmore, Commercial Officer, Ghana.** Sponsor: Commerce Field Office.

MEMPHIS—Aug. 21—Businessmen's Consultation, Commerce Field Office. **Marion Creekmore, Commercial Officer, Ghana.** Sponsor: Commerce Field Office.

MINNEAPOLIS—Aug. 21—Patent and Trademark Problems in Exporting & Licensing, 12 noon. Luncheon speaker: **Vincent Travaglini, Bureau of International Commerce, Dept of Commerce.** Sponsors: Minnesota World Trade Assn., Commerce Field Office, REEC.

MINNEAPOLIS—Aug. 27—Market Potential in Chile and Paraguay, Commerce Field Office. Sponsors: Commerce Field Office, REEC.

MINNEAPOLIS—Aug. 30—Businessmen's Consultation, **Oliver B. Bongard. Commercial Attache, Taipei/to the Hague.** Sponsor: Commerce Field Office.

PARKERSBURG, W. Va.—Aug. 21—Documentation & Procedure Requirements for Exports, Conference Room, Greater Parkersburg Chamber of Commerce, 10 a.m. Sponsors: Commerce Charleston Field Office, Chamber of Commerce, REEC, Small Business Admin.

PHILADELPHIA—Aug. 28—In-Office Conference. Sponsor: Commerce Field Office.

PITTSBURGH—Aug. 21—In-Office Export Workshop, Commerce Field Office, 2 p.m. Sponsors: Commerce Field Office, REEC.

SIOUX CITY, Ia.—Aug. 30—Export Workshop, Biltmore Dining Rm., 12 noon. Sponsors: Commerce Des Moines Field Office, Sioux City Chamber of Commerce.

TULSA—Aug. 21—International Trade Consultations, Tulsa Chamber of Commerce, 9:30 a.m. Sponsors: Tulsa Chamber of Commerce, Commerce Dallas Field Office, REEC.

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